

FIG. 1A

FIG. 1B

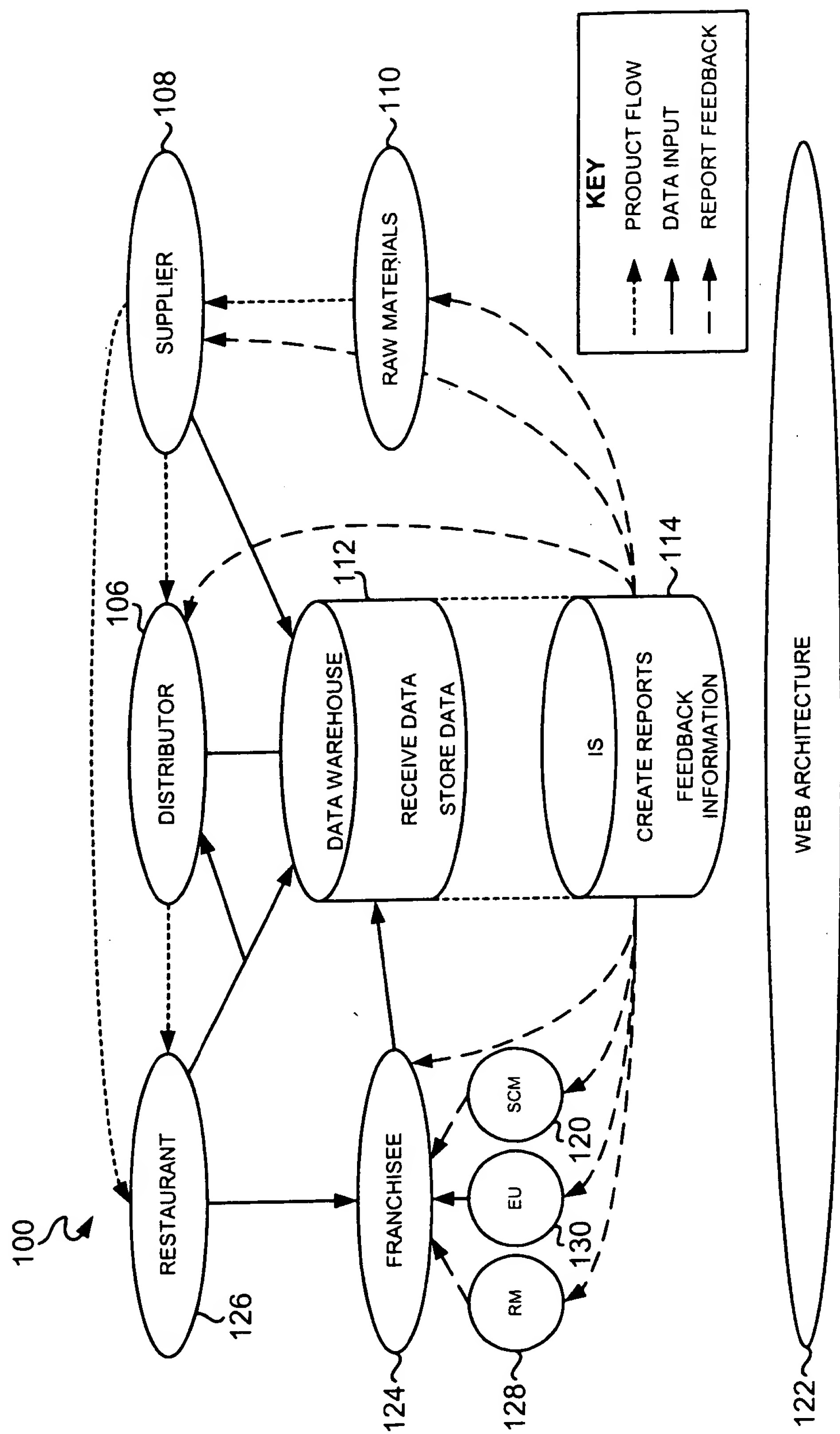


FIG. 1B

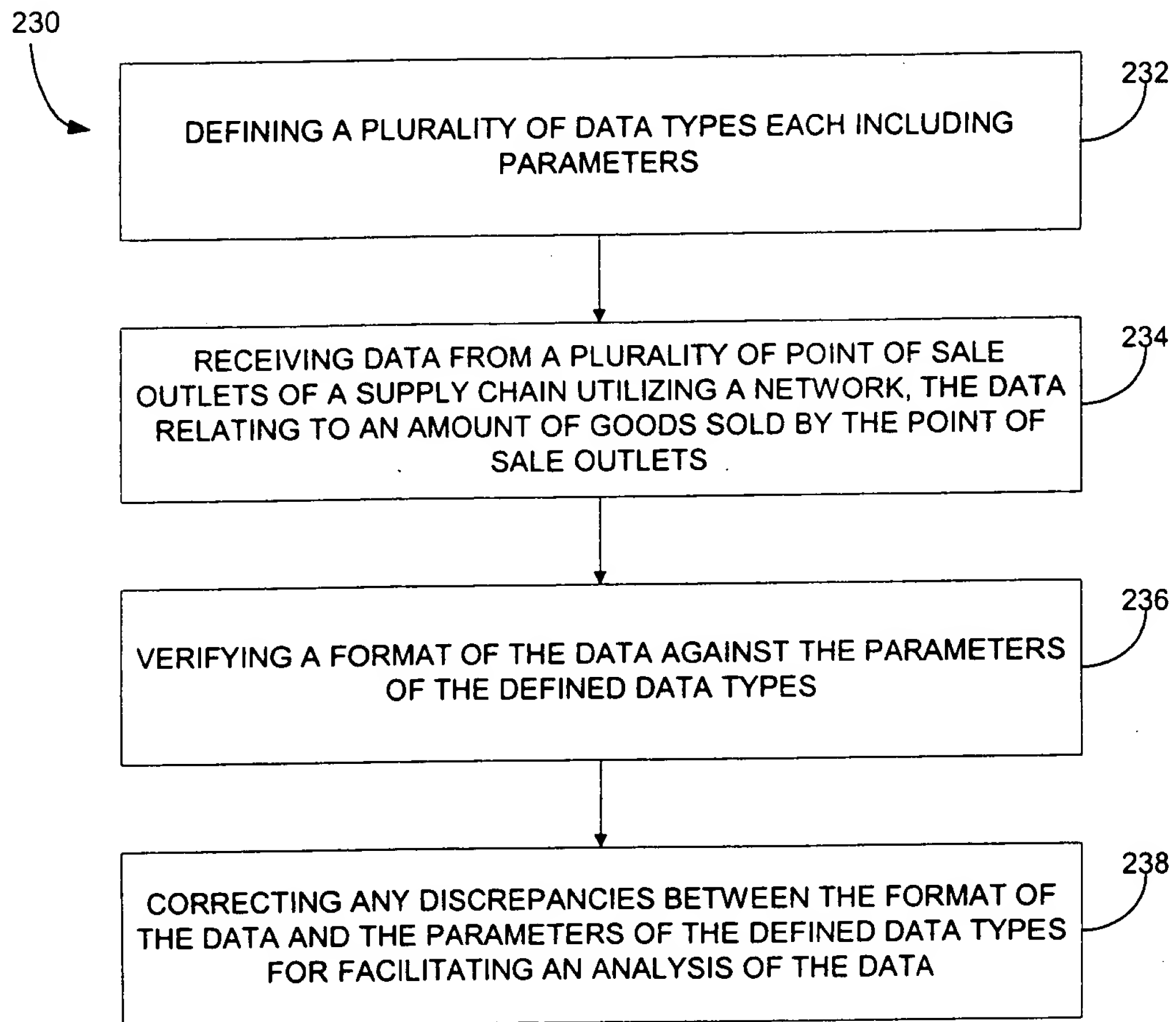


FIG. 2

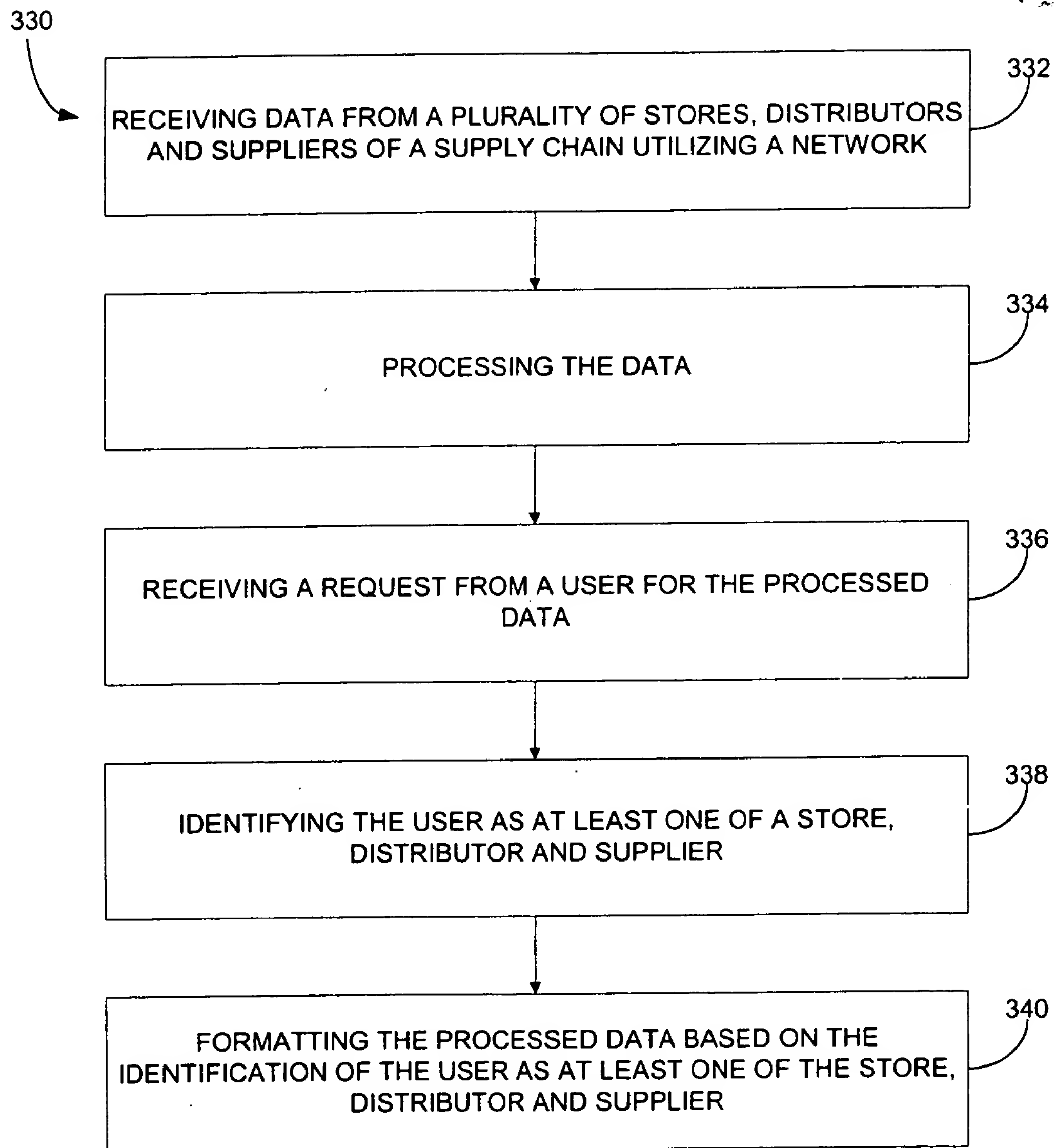


FIG. 3

FIG. 4

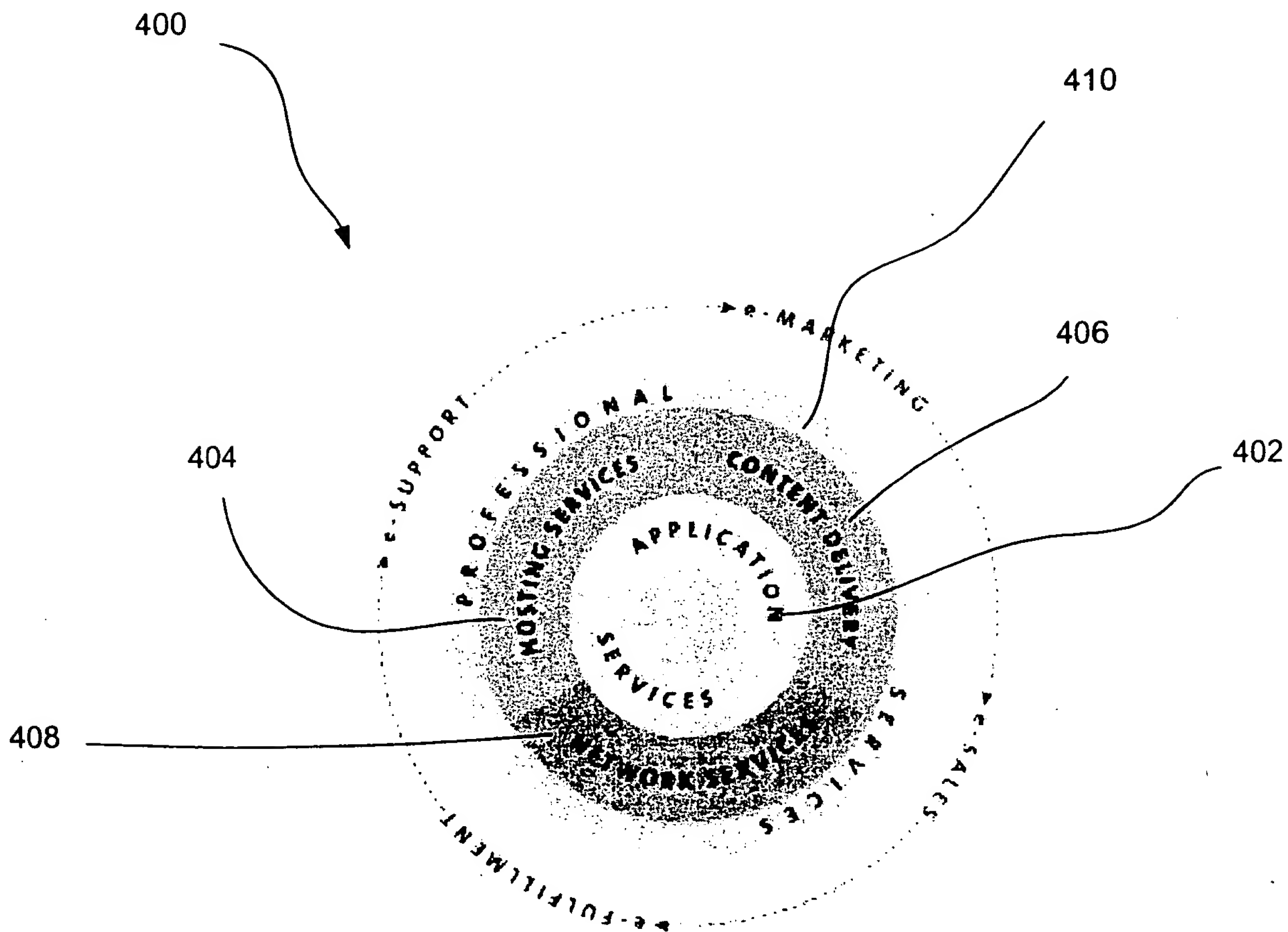


Fig. 4

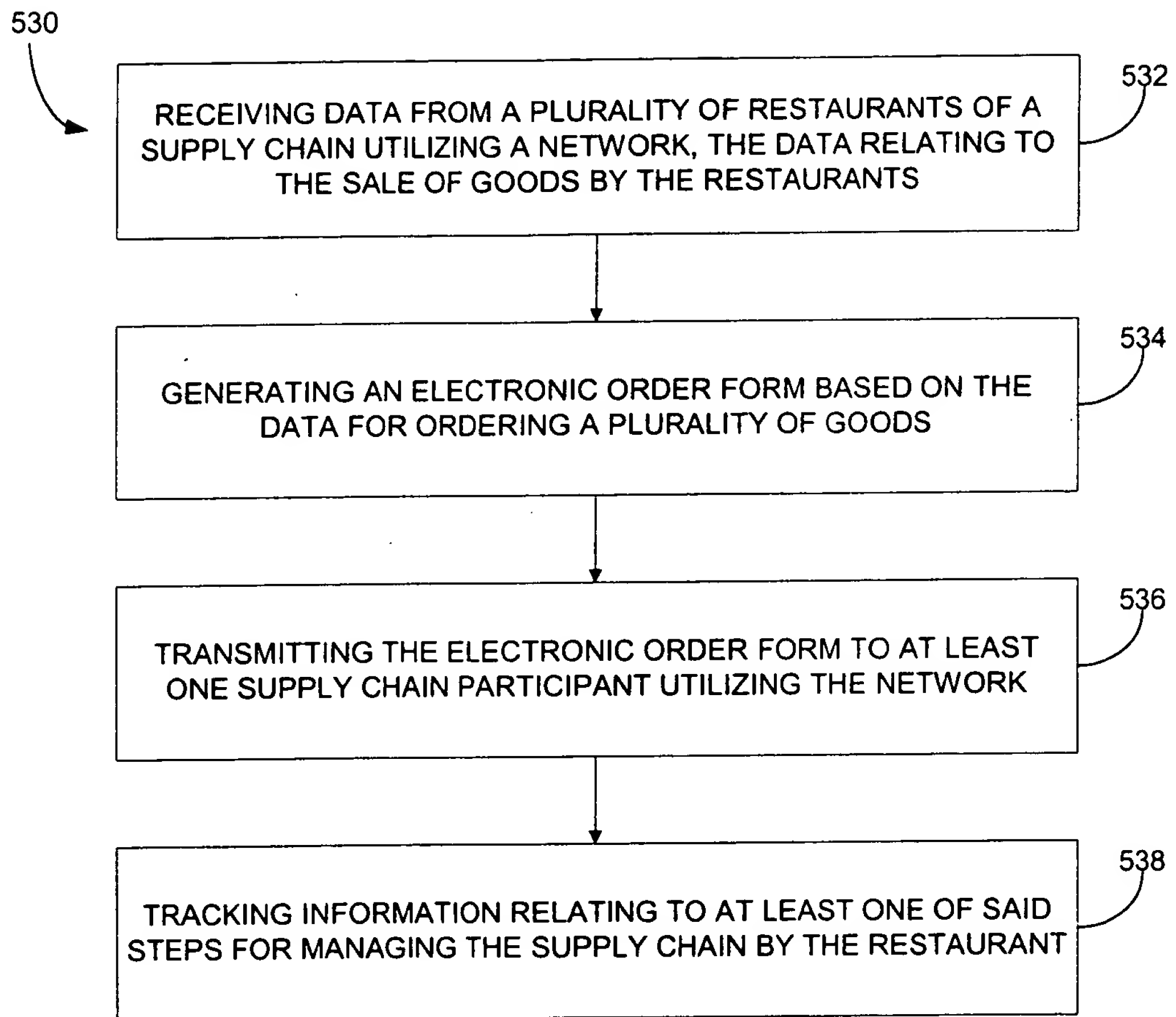


FIG. 5

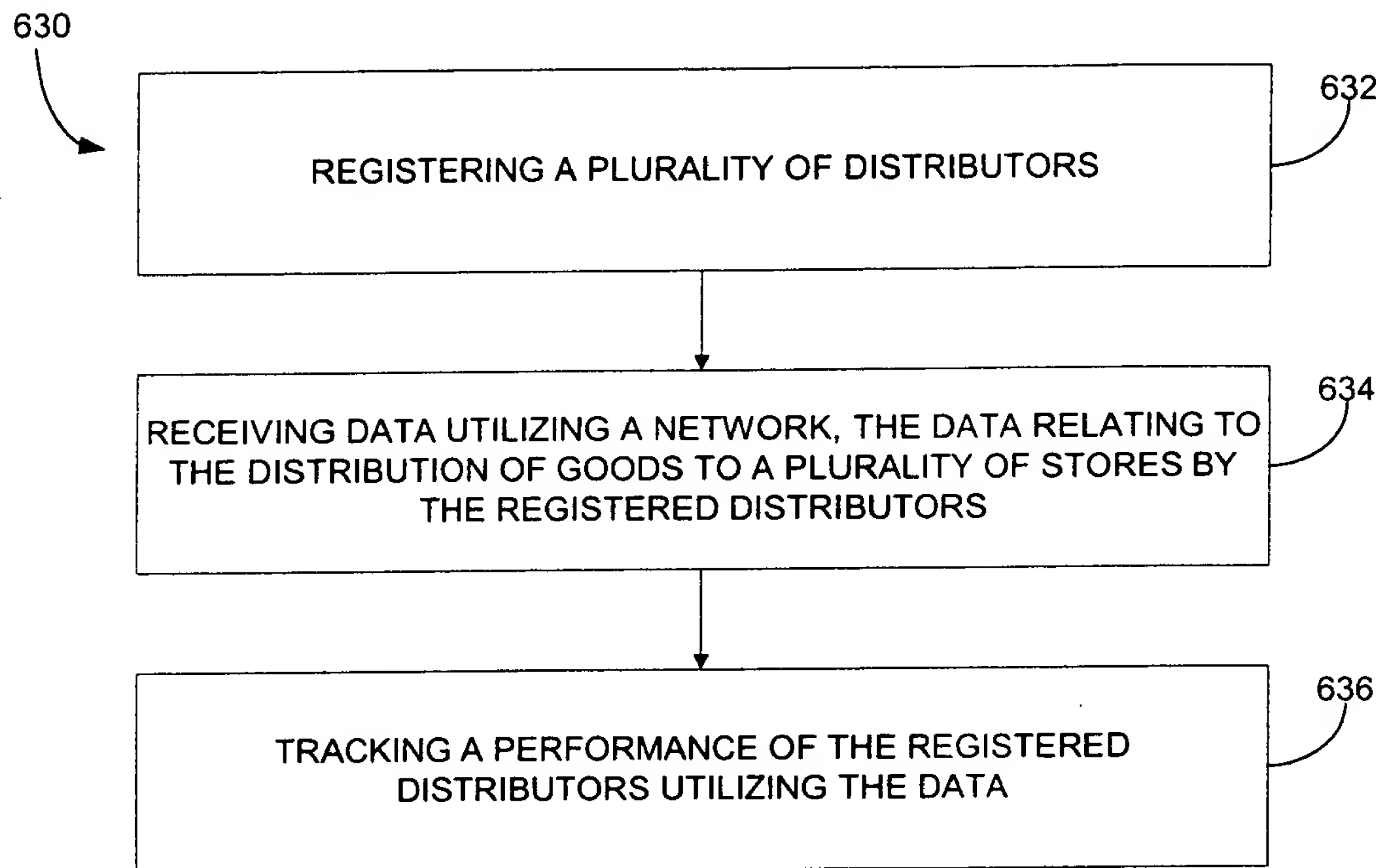


FIG. 6

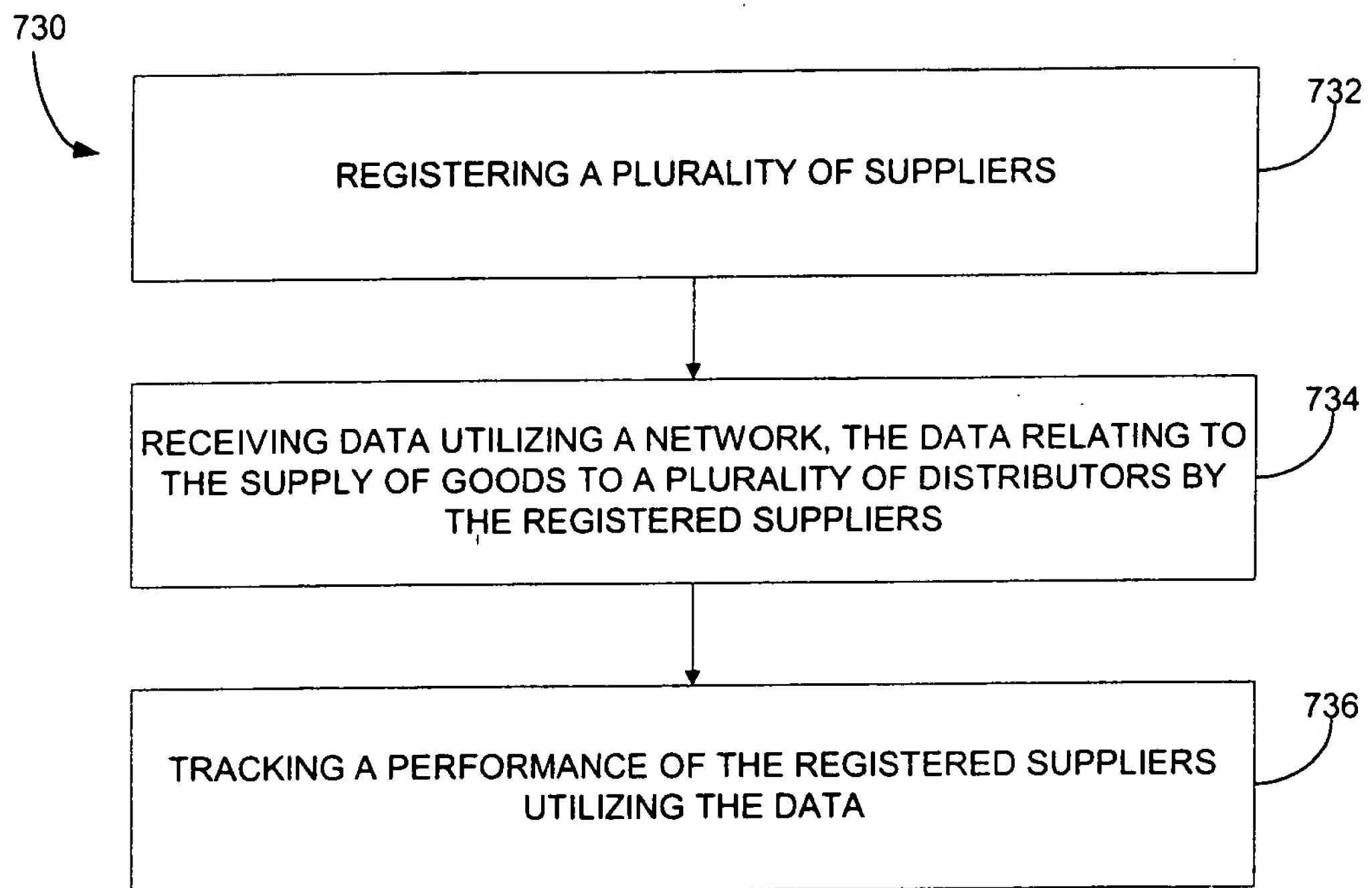


FIG. 7

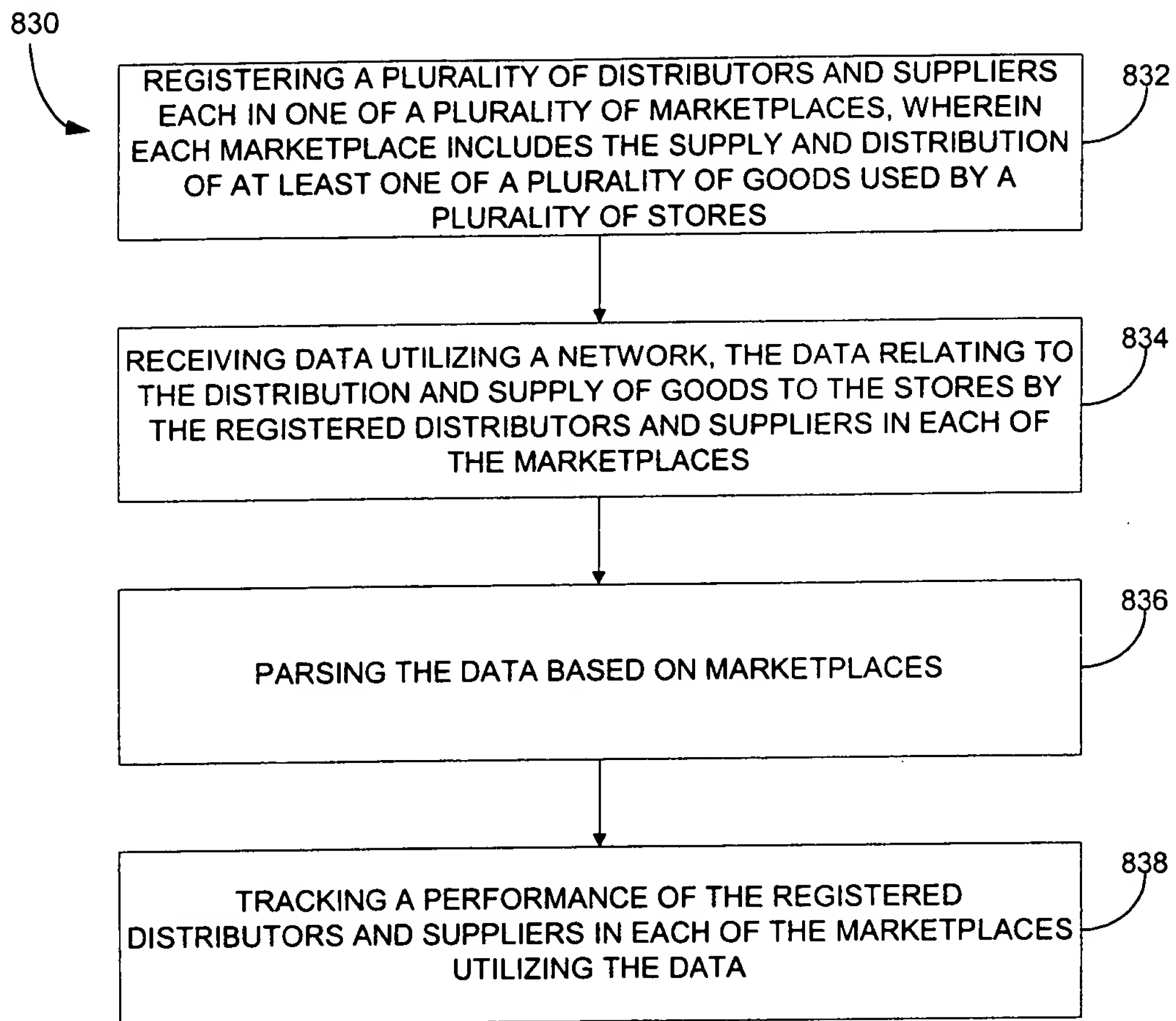


FIG. 8

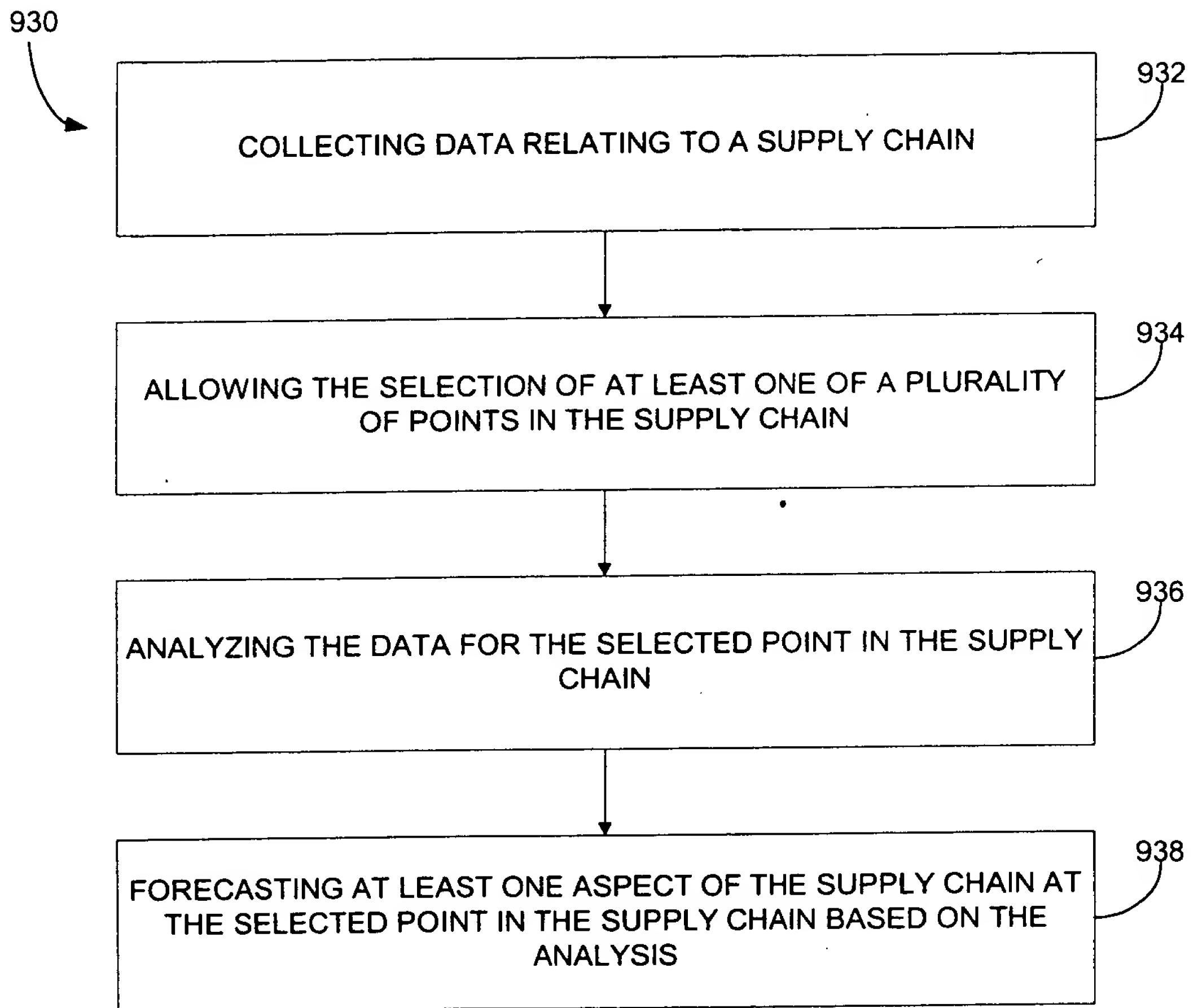


FIG. 9

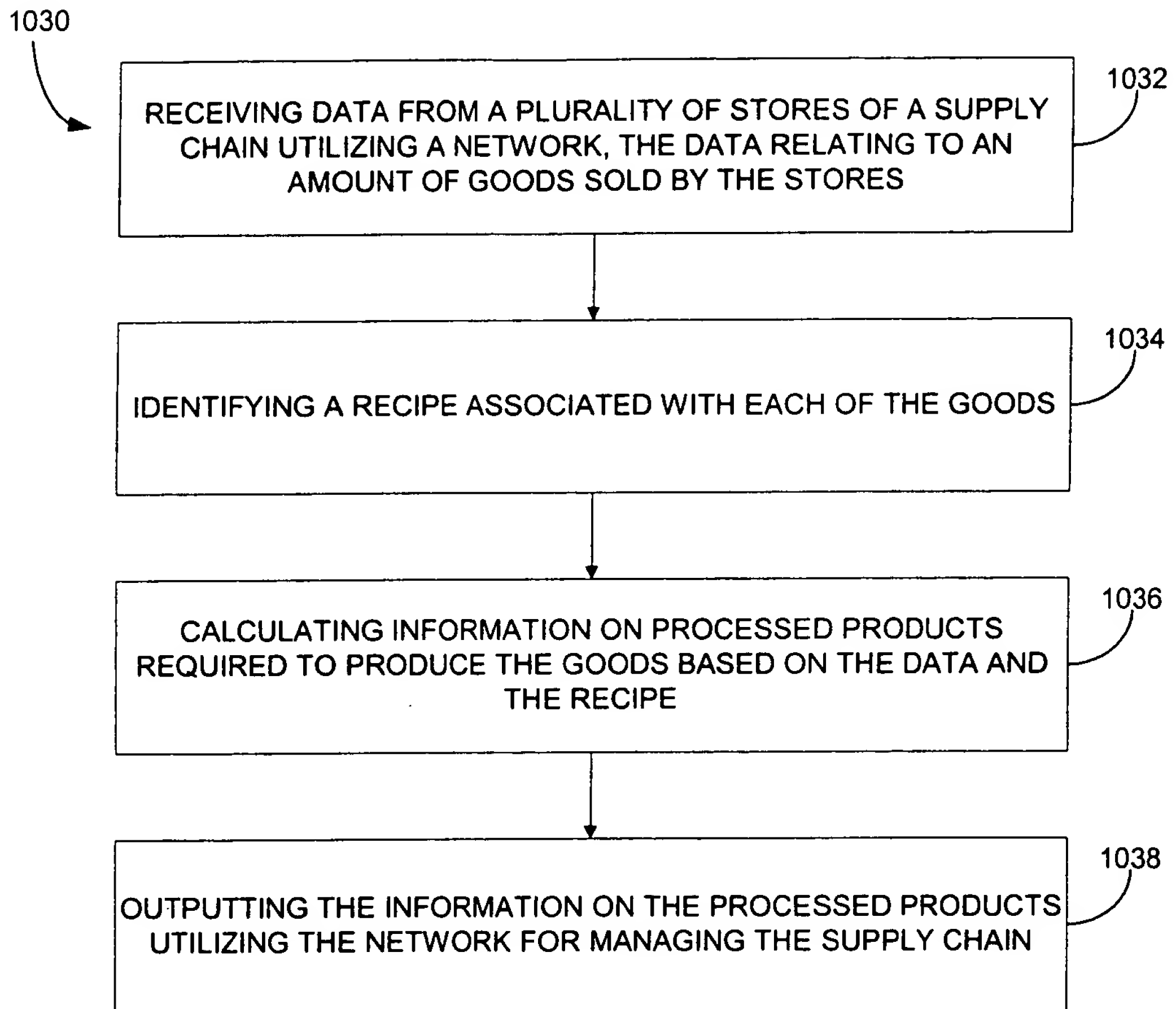


FIG. 10

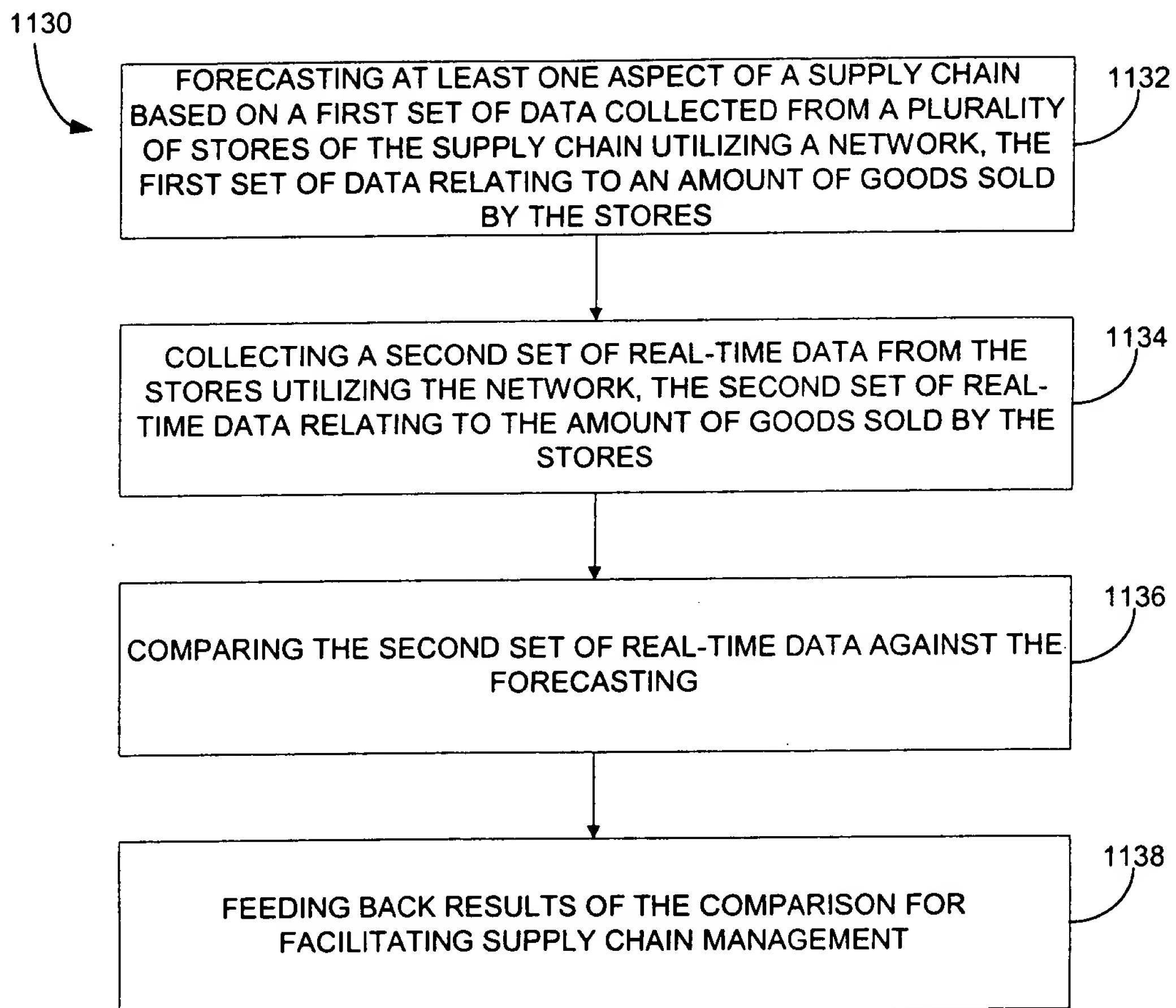


FIG. 11

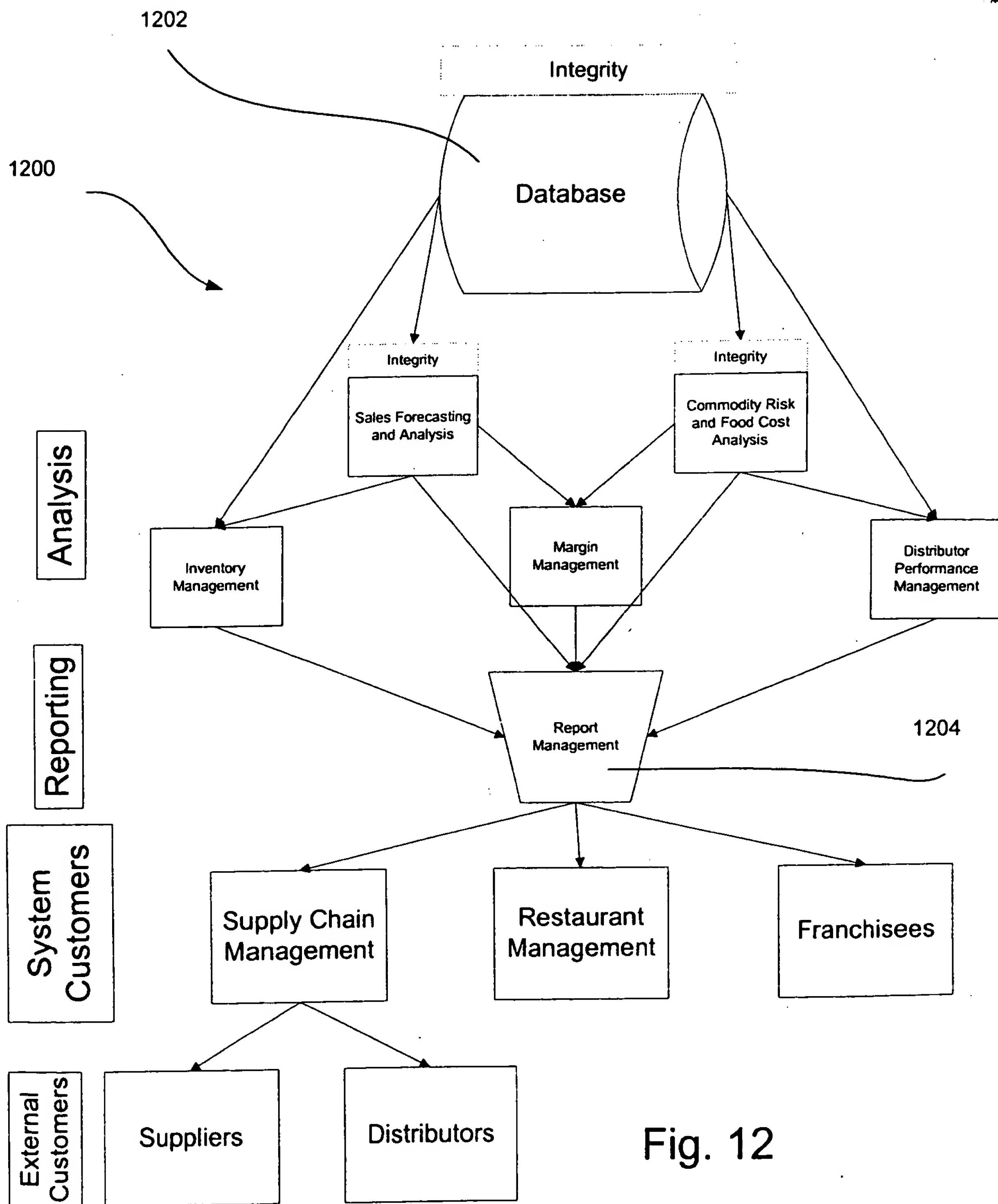


Fig. 12

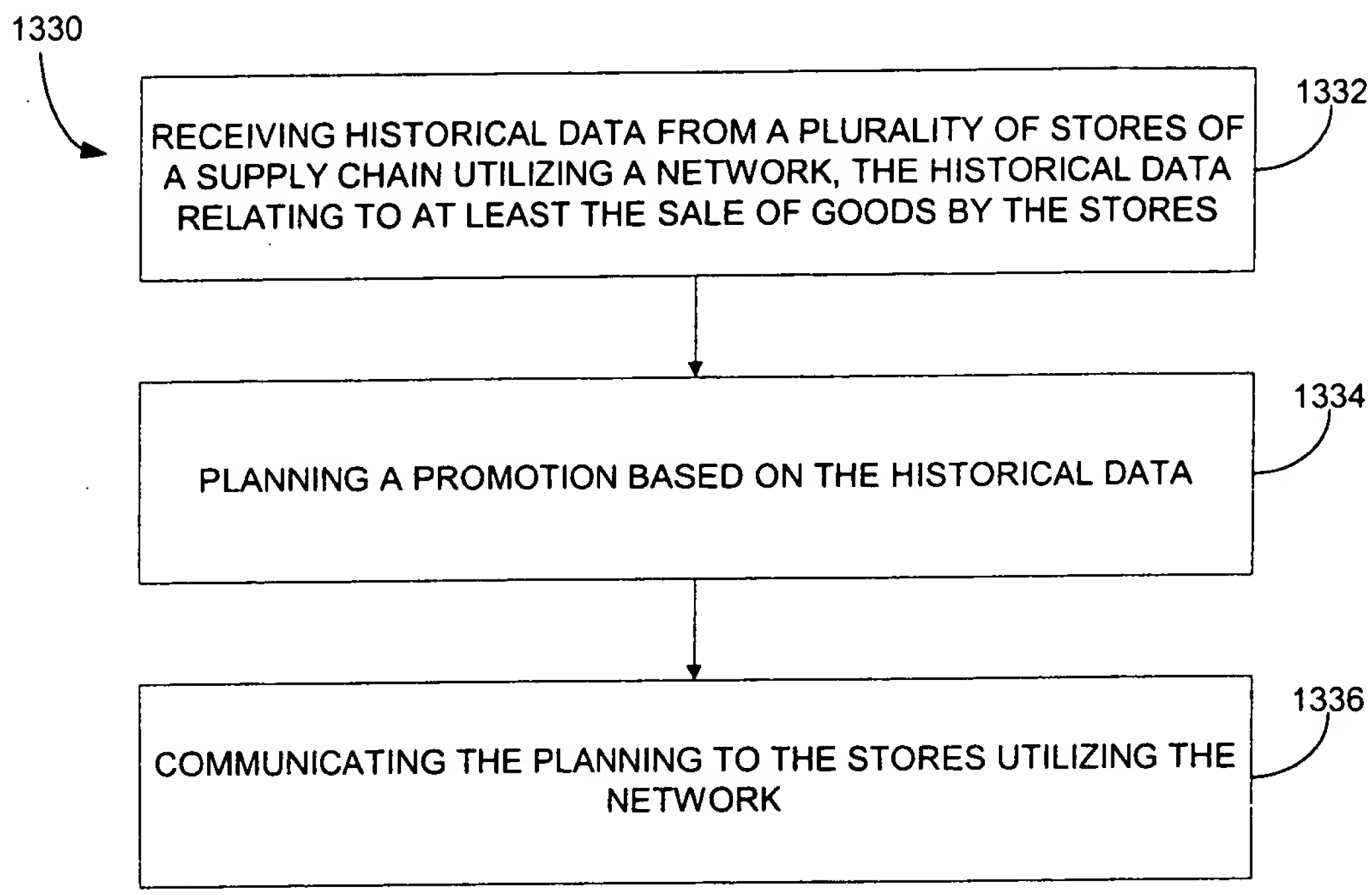


FIG. 13

4. 3. 2. 1. 0. 9. 8. 7. 6. 5. 4. 3. 2. 1. 0.

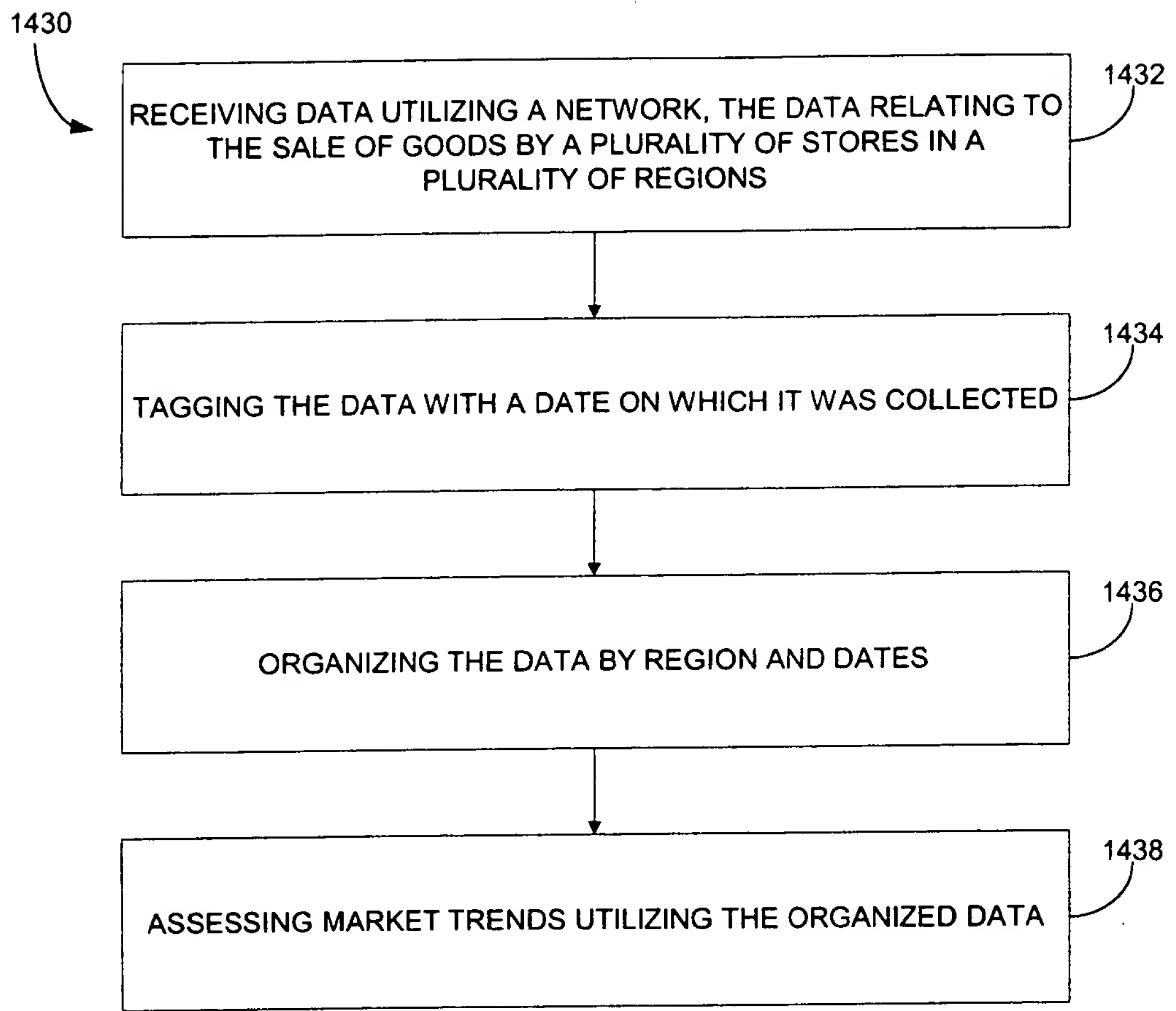


FIG. 14

10045024-020004

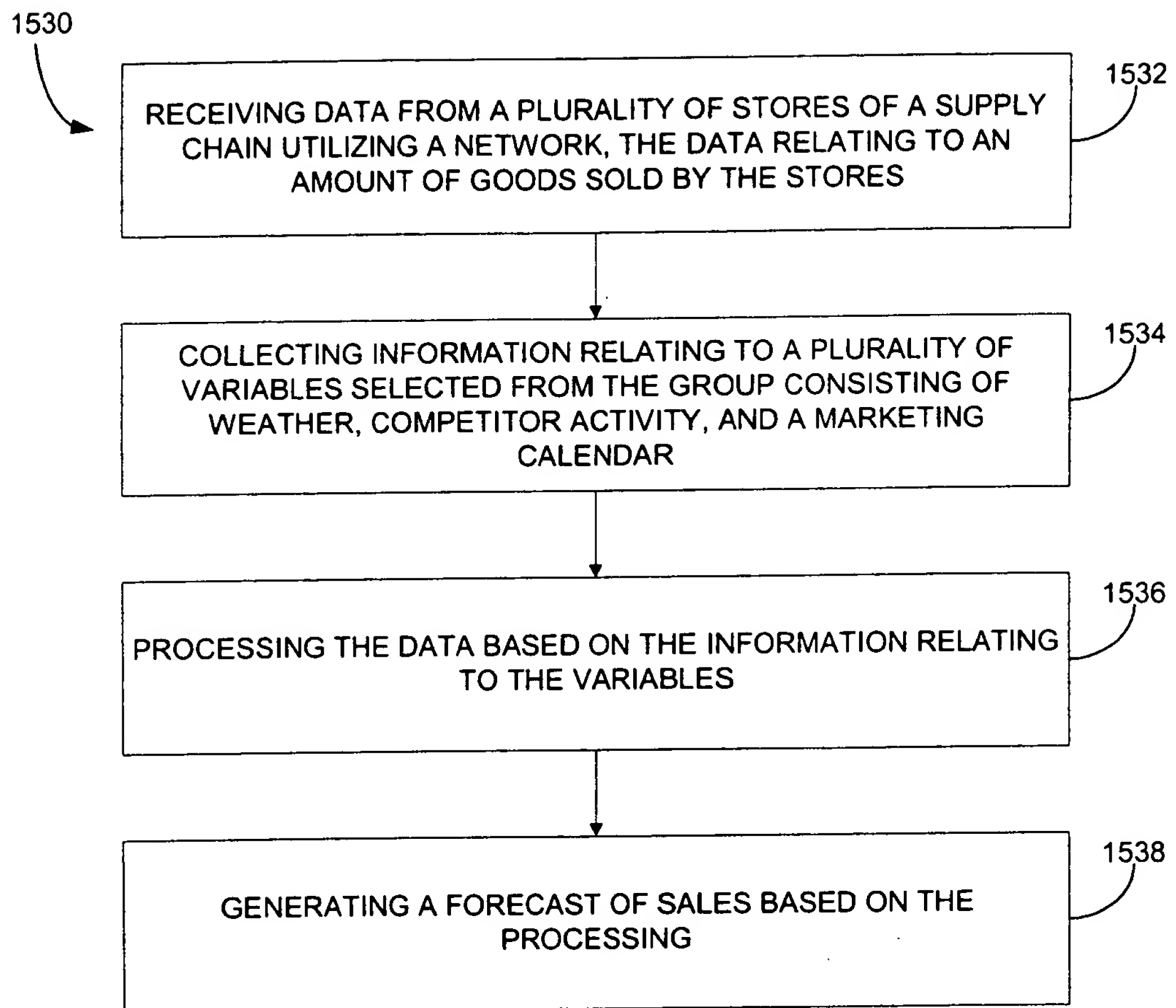


FIG. 15

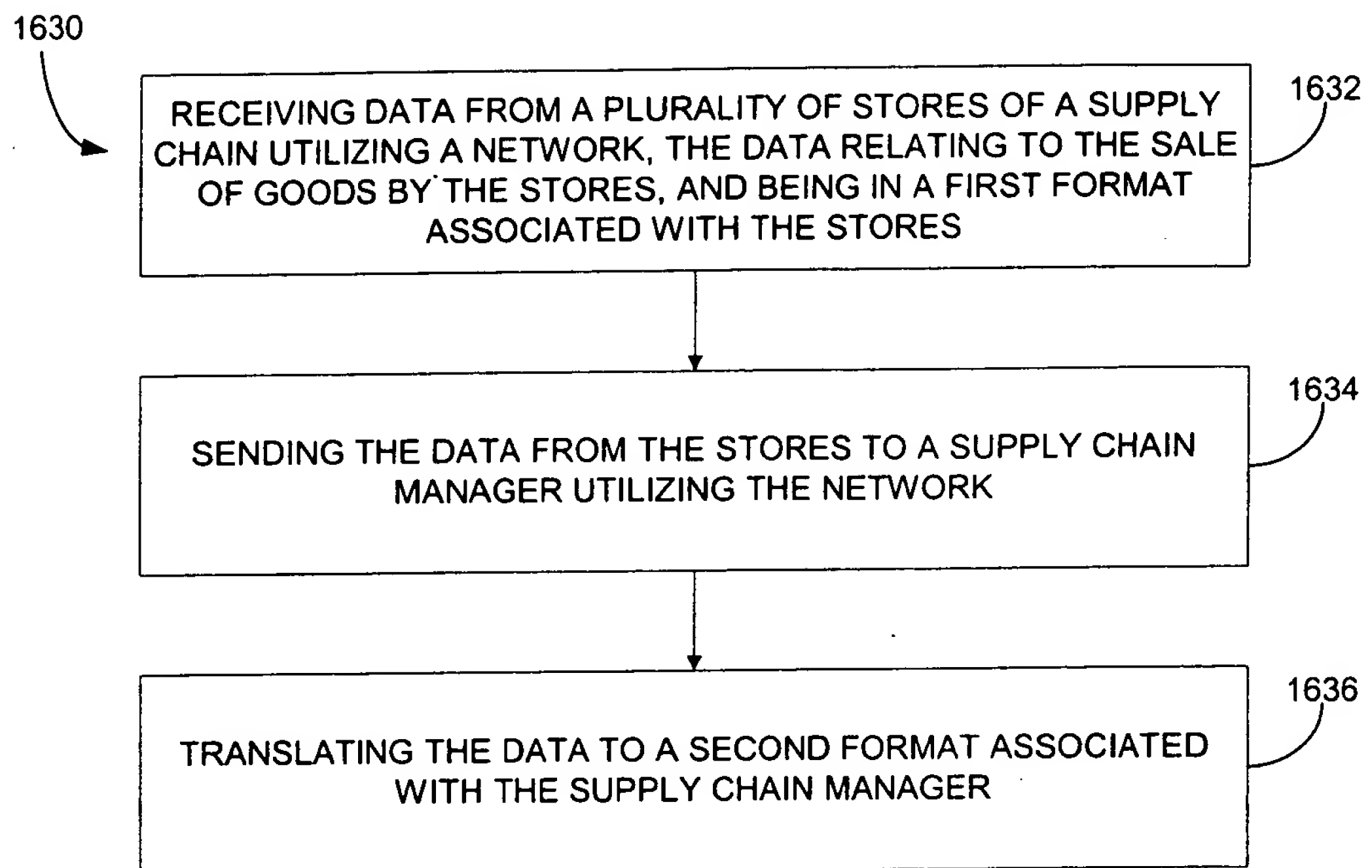


FIG. 16

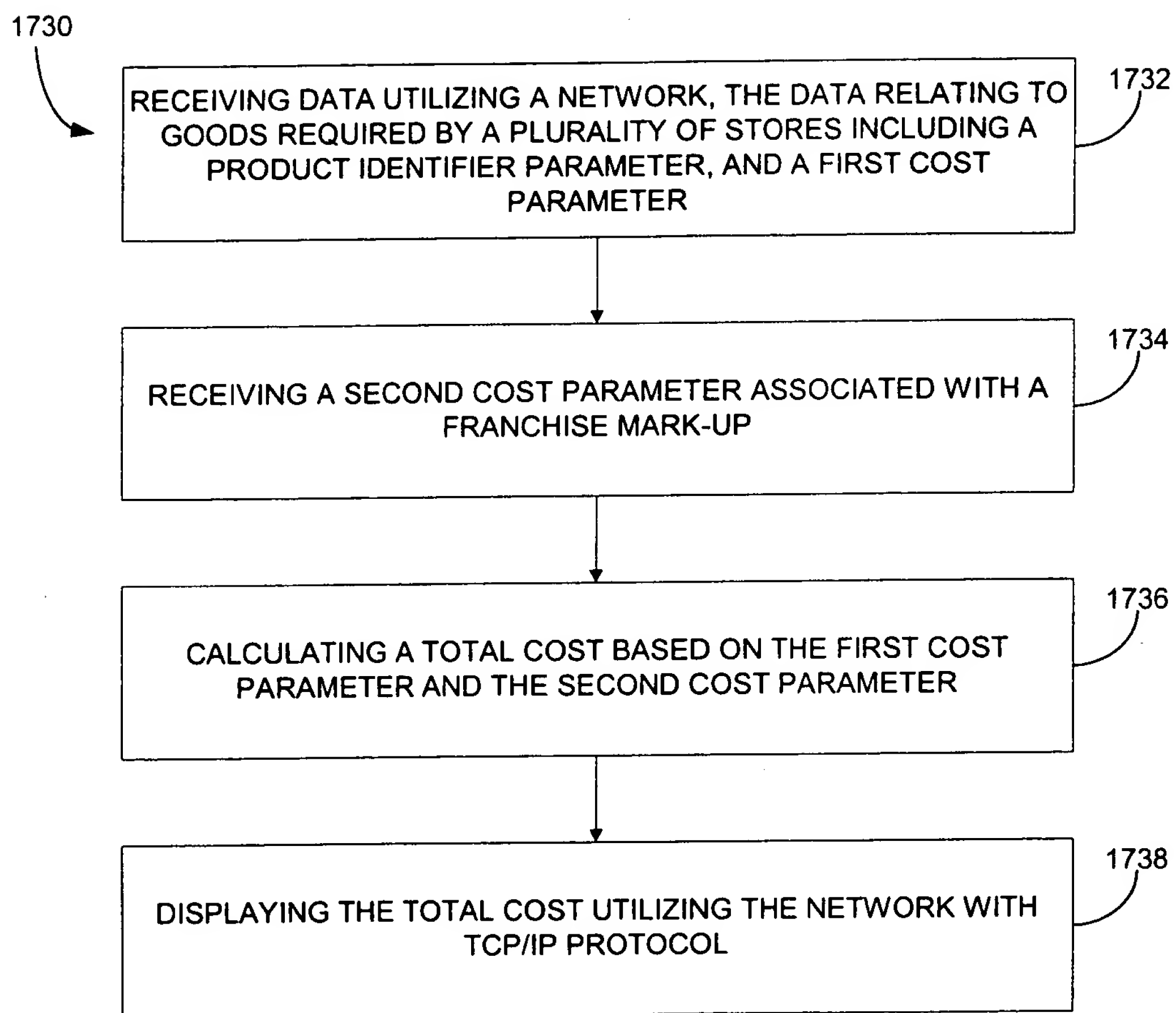


FIG. 17

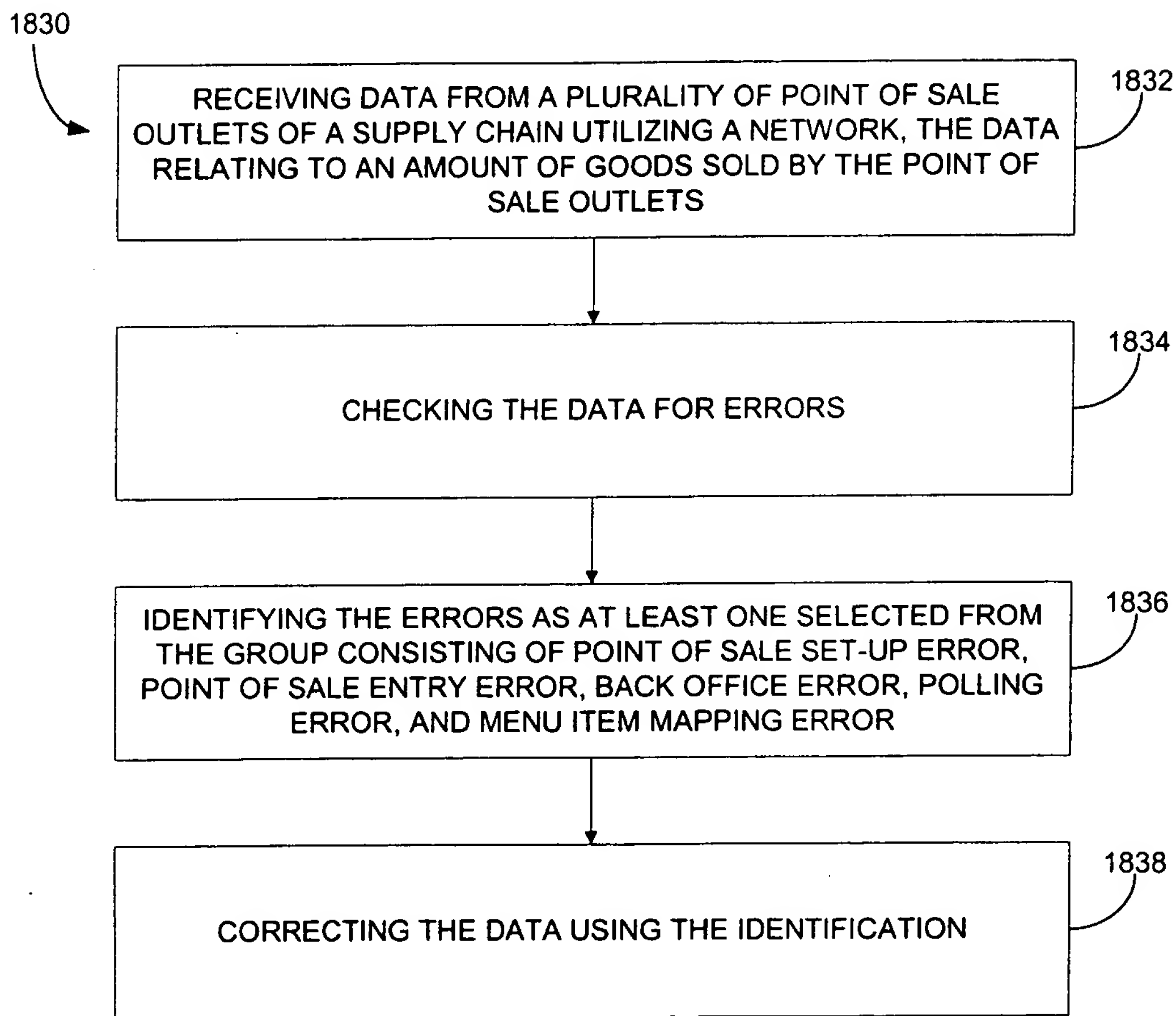
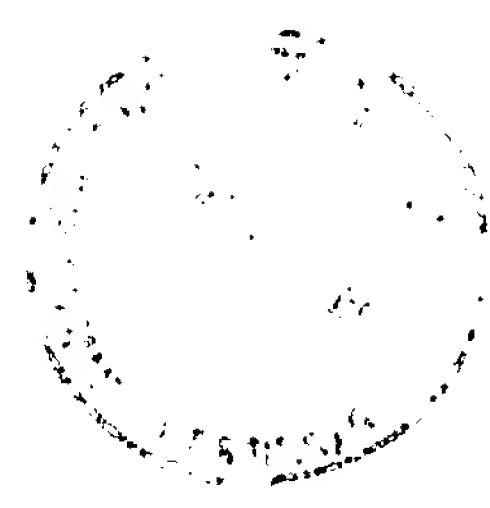


FIG. 18

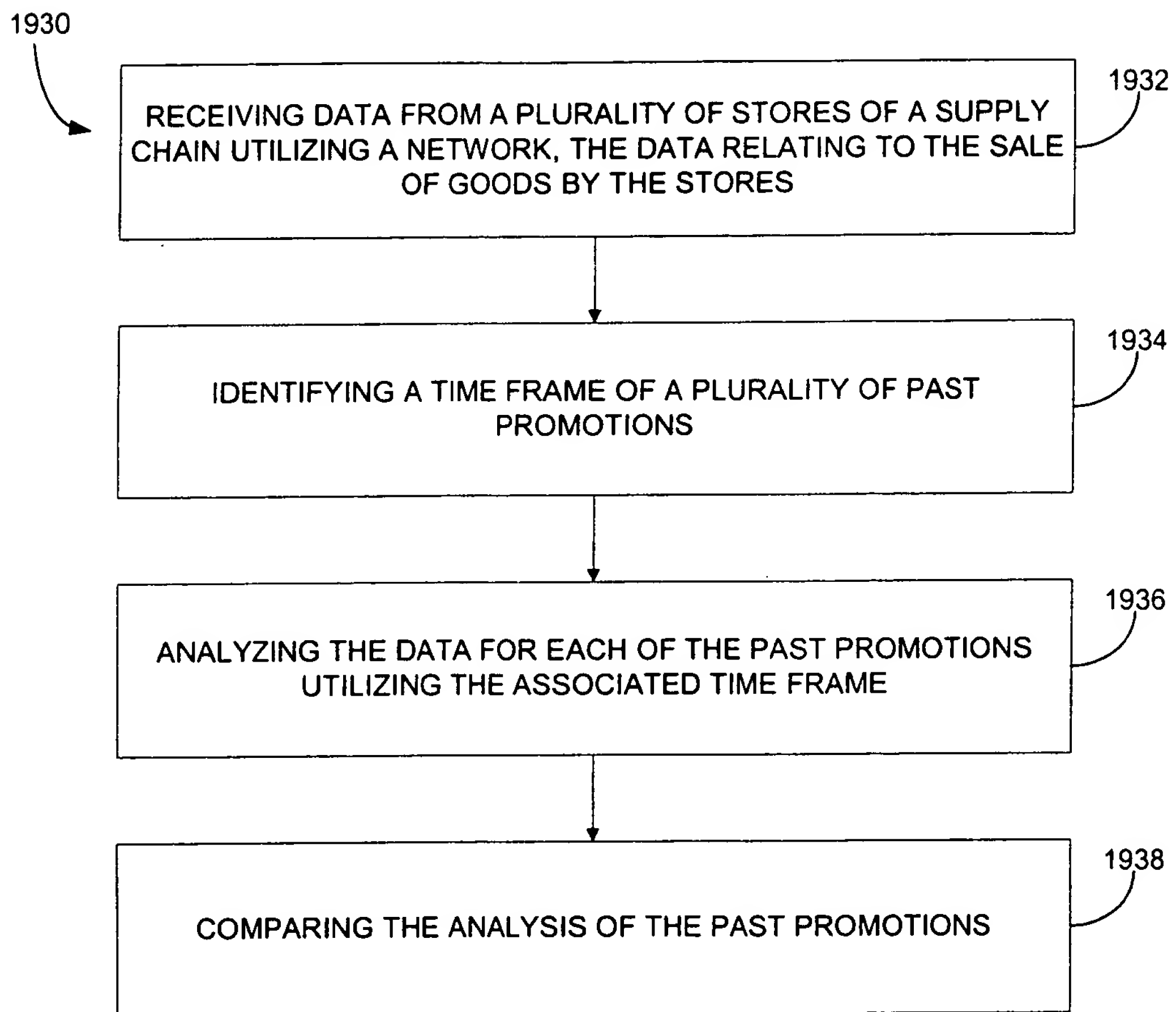


FIG. 19

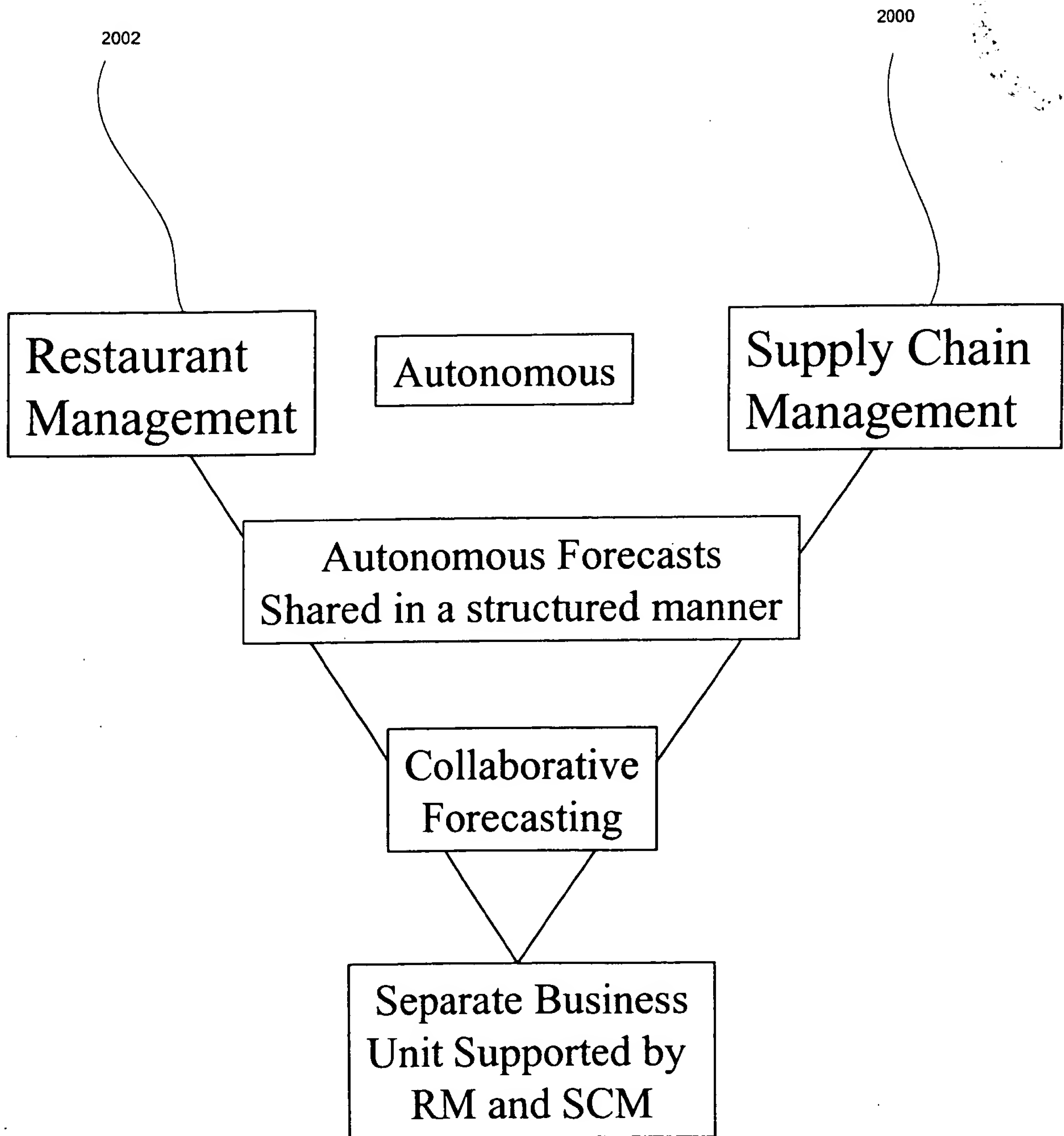


Fig. 20

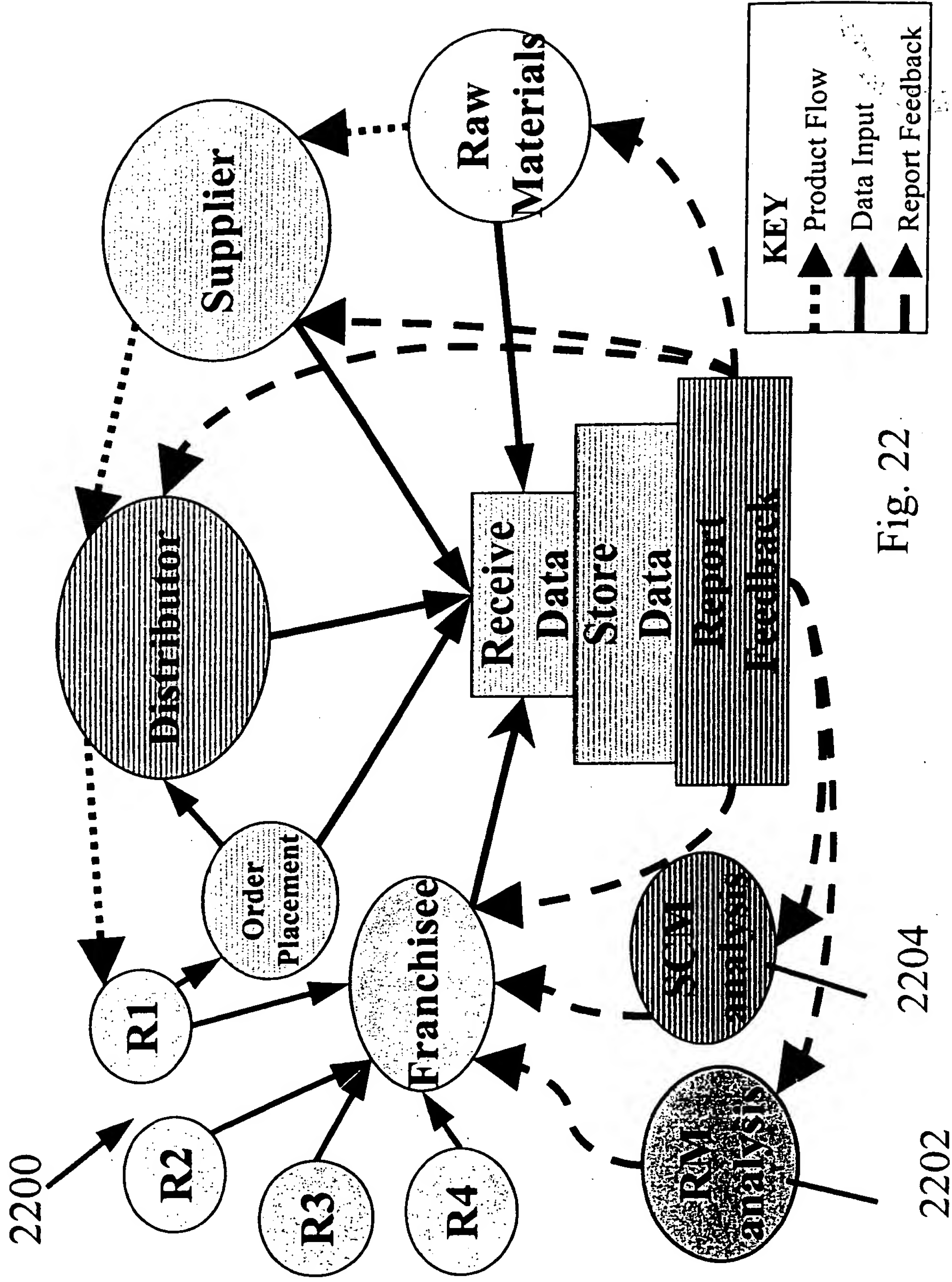


Fig. 22

2204

2202

2200

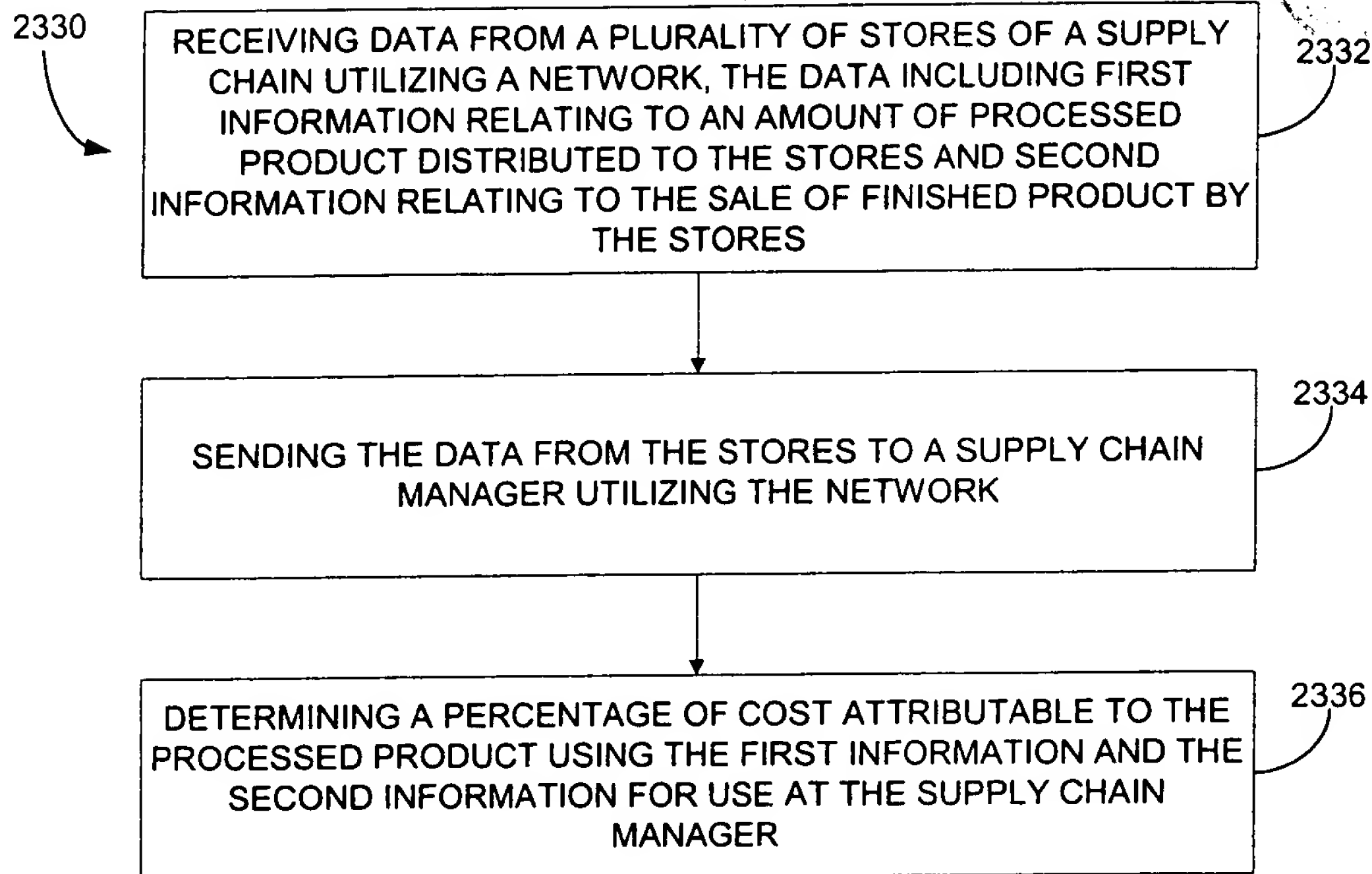


FIG. 23

FIG. 24

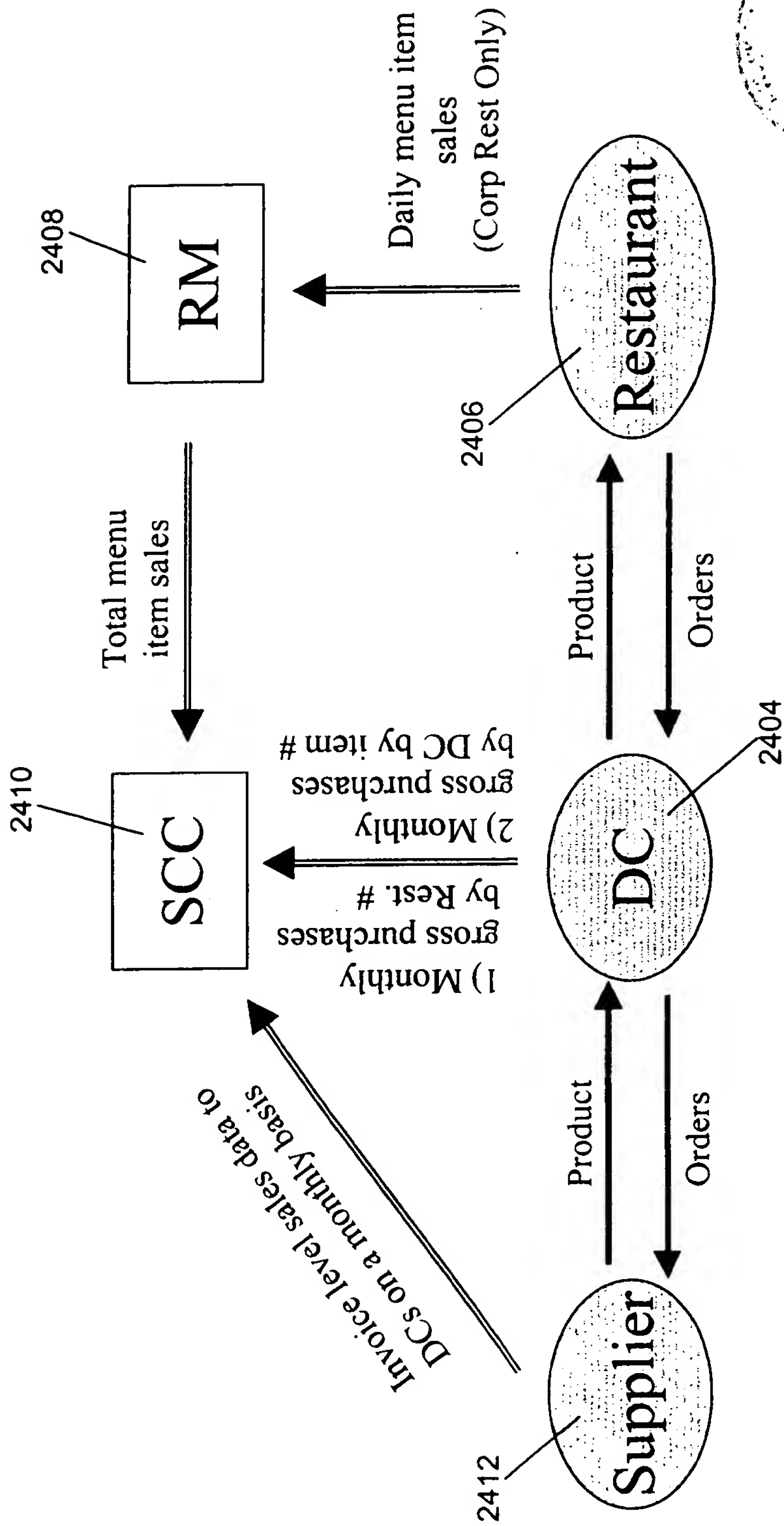


FIG. 25

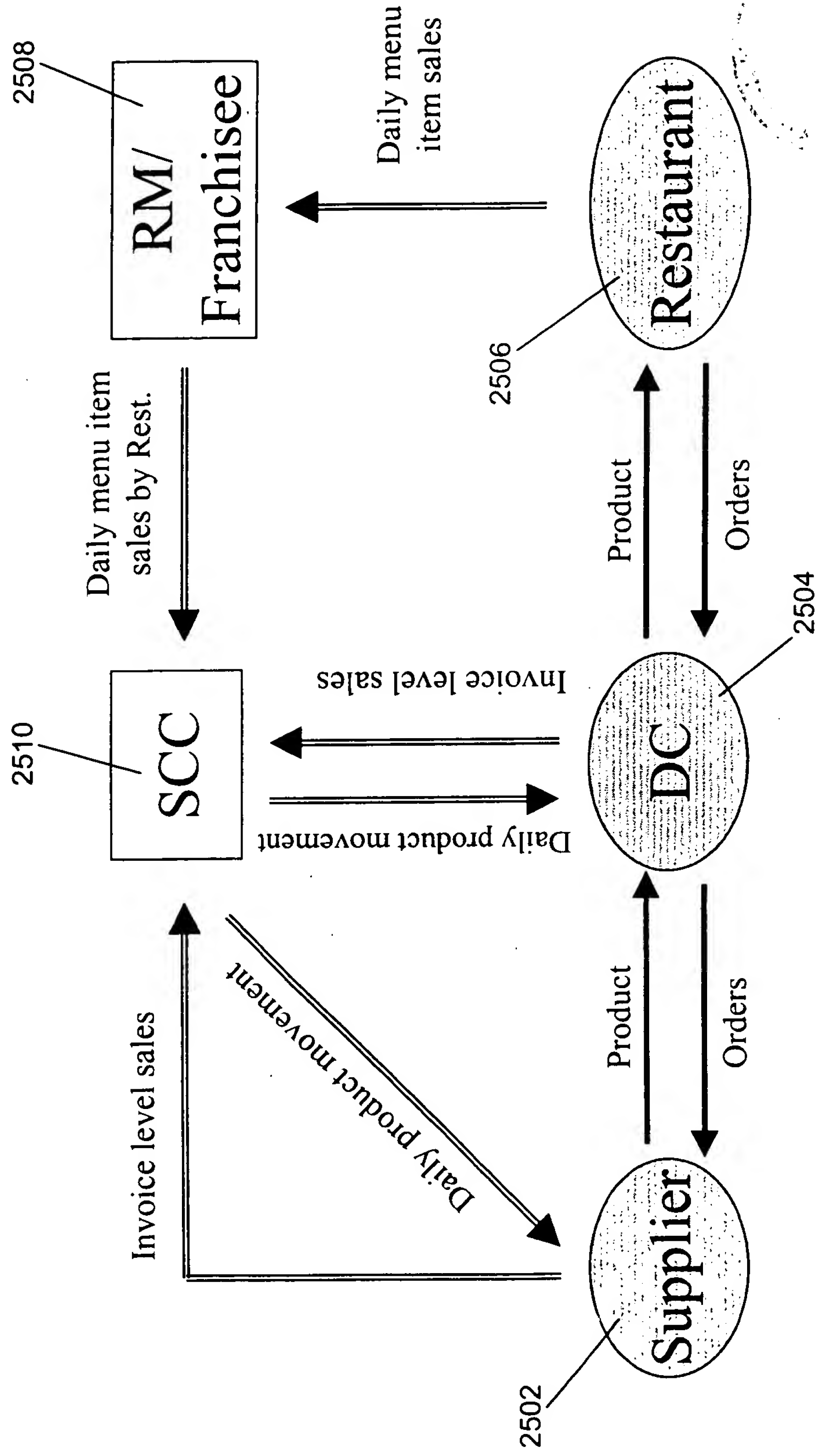


FIG. 26

2604

FIG. 27

FIG. 27

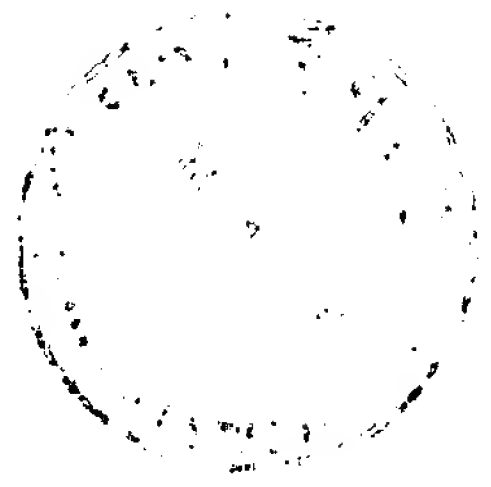
2700



Promotional Monitor - System & Regional

| | | History | | | | Week #1 | | | | | | | |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | YWVM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.6% |
| | YWVM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702



2830

GENERATING DATA AT A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN ORDERING OF GOODS REQUIRED BY THE STORES

2832

TAGGING THE DATA WITH A NUMERIC GOODS IDENTIFIER COMMON TO A PLURALITY OF DIFFERENT SUPPLY CHAIN PARTICIPANTS

2834

COMMUNICATING THE DATA AND THE NUMERIC GOODS IDENTIFIER TO AT LEAST ONE OF THE SUPPLY CHAIN PARTICIPANTS UTILIZING THE NETWORK, WHEREIN THE AT LEAST ONE SUPPLY CHAIN PARTICIPANT IS CAPABLE OF USING THE DATA AND THE NUMERIC GOODS IDENTIFIER FOR FULFILLMENT OF THE ORDER

2836

FIG. 28

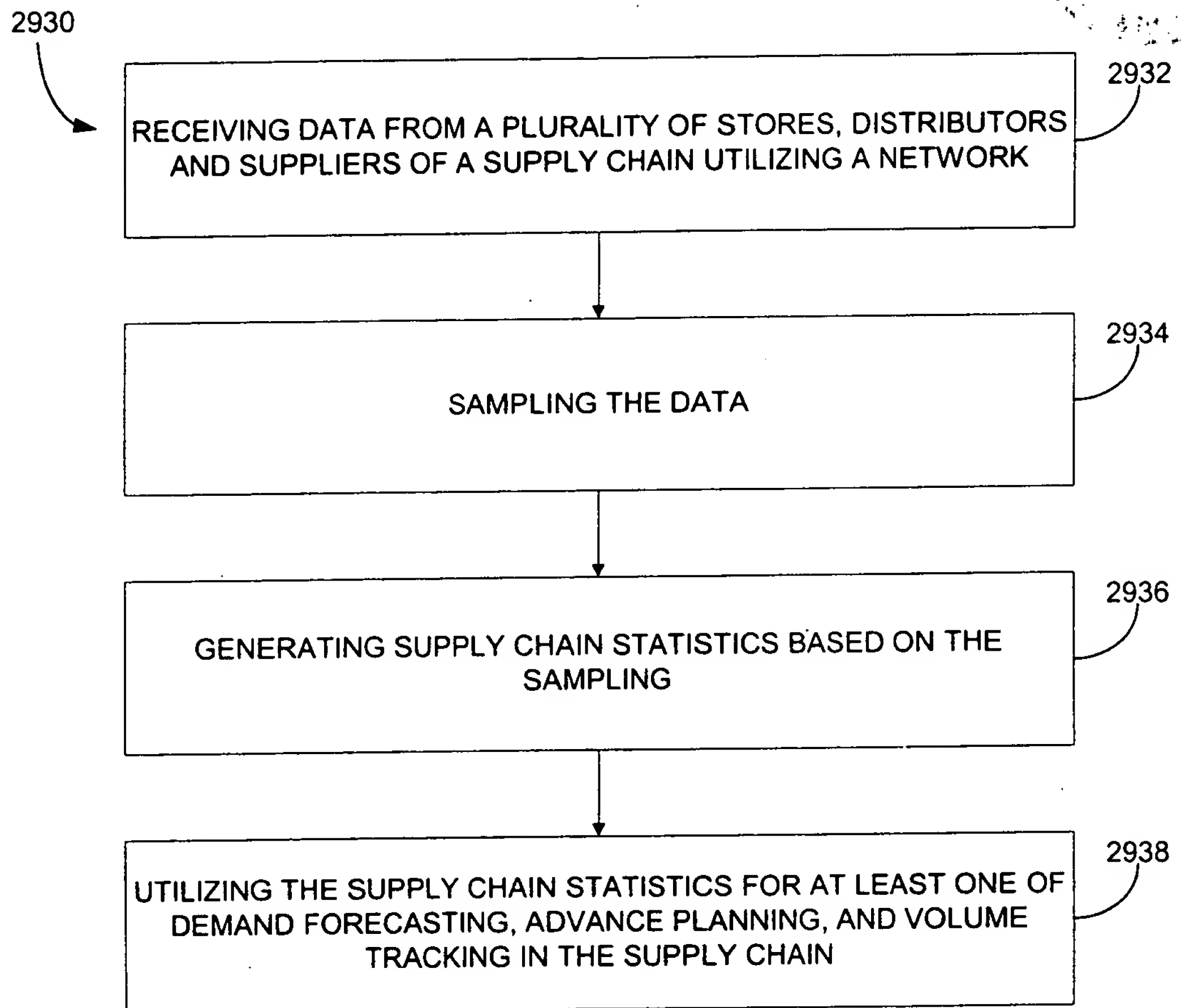


FIG. 29

ALLIANT TECHNOLOGIES

3100

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

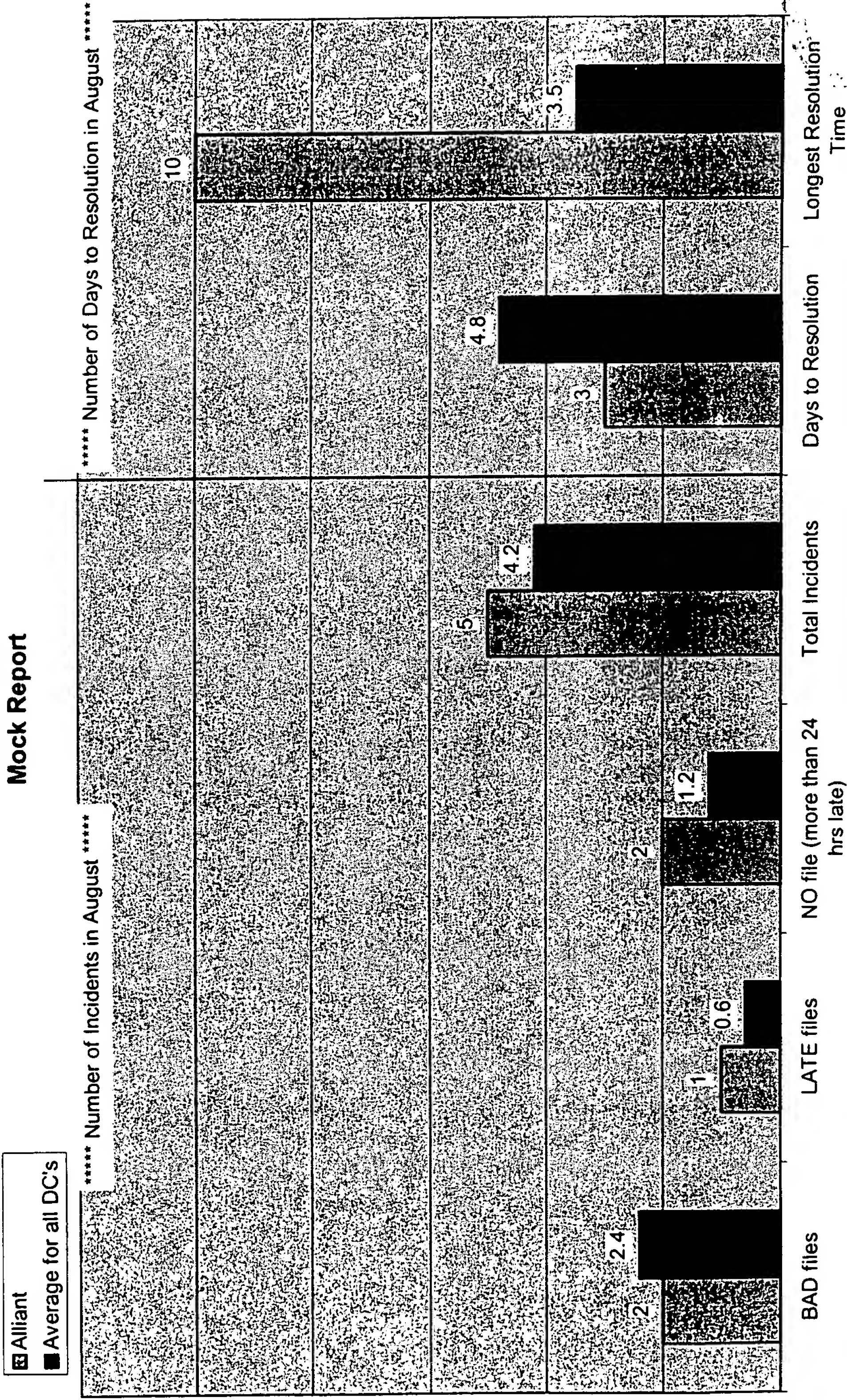


FIG. 31

3200



| | Fill Rate | On - Time | Perfect Order |
|----------|-----------|-----------|---------------|
| BK C Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| | |
|----------------------|----------------------|
| OK | OK |
| Didn't meet RSI Min. | Didn't meet RSI Min. |
| Didn't meet BK Min. | Didn't meet BK Min. |

FIG. 32

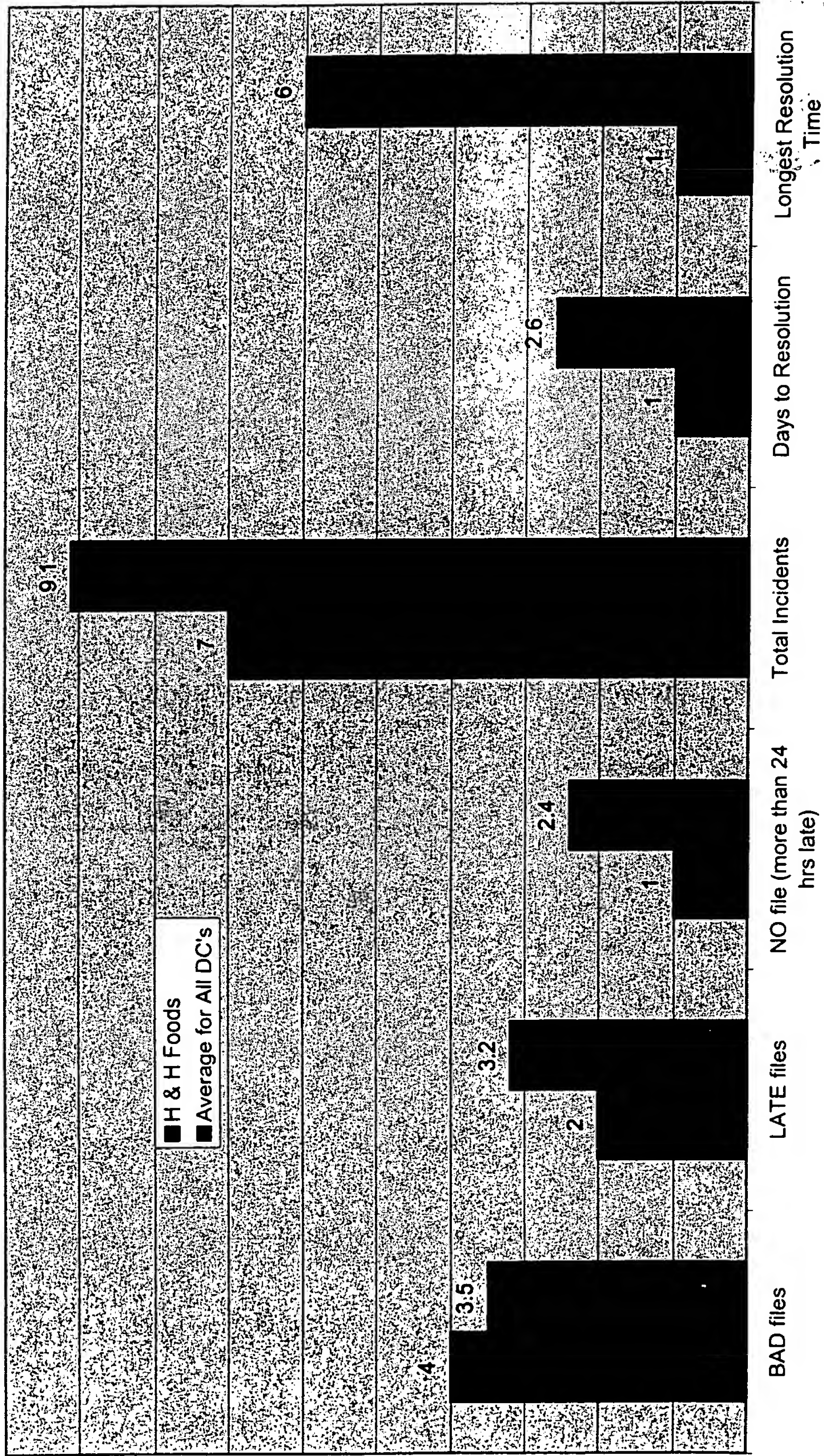
FIG. 33

| | |
|----|--------|
| \$ | 42,513 |
| \$ | 12,589 |
| | 1.25% |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance

3400



11-03-2014 12:00:00

FIG. 35



3500

Service Level Reporting
November - Mock Report

| | Monthly Total
Overcharge | Perfect Order
Percentage | Monthly Carrying
% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | | | |
| COMARK INSTRUMENTS, INC. | | | |
| WHITEFORD FOODS, INC. | | | |
| LEPAGE BAKERY / COUNTRY KITCHEN | | | |
| NCR-SYSTEM MEDIA | | | |
| SIGNATURE MEATS GROUP | | | |
| SCHWEBEL'S BAKING CO. | | | |
| MAUI CUP | | | |
| MIRA PLASTICS | | | |
| DIXIE PRODUCE & PACKAGING | | | |
| NOR-LAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | | | |
| FRESH ADVANTAGE, KC | | | |
| SILVER KING - MN - CORP | | | |
| TYSON FOODS | | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | |
| CLOUGHERTY PACKING | | | |
| BEVERAGE AIR | | | |
| COMPONENT HARDWARE GROUP, INC. | | | |
| COCA - COLA USA | | | |
| TOASTMASTER | | 93.5% | 1.55% |
| GRANT COUNTY FOODS | | 98.3% | 2.20% |
| FRESH EXPRESS | | | |
| TAYLOR FARMS | | | 0.0% |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | | | |
| ROSE PACKING COMPANY | | | 2.88% |

| | | | |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| | Monthly Total
Overcharge | Perfect Order
Percentage | Monthly Carrying
% Invoice FOB |
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |



3600

| FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|-------|--------|--------|--------|--------|--------|--------|--------|--------|

| Food Cost Index | | | | | | | | | |
|---|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | 0.30 | | | | | | |
| Good/(Bad) | | | | | | | | | |
| Total Dollar Purchases (In Millions) /2 | | | | | | | | | |
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36



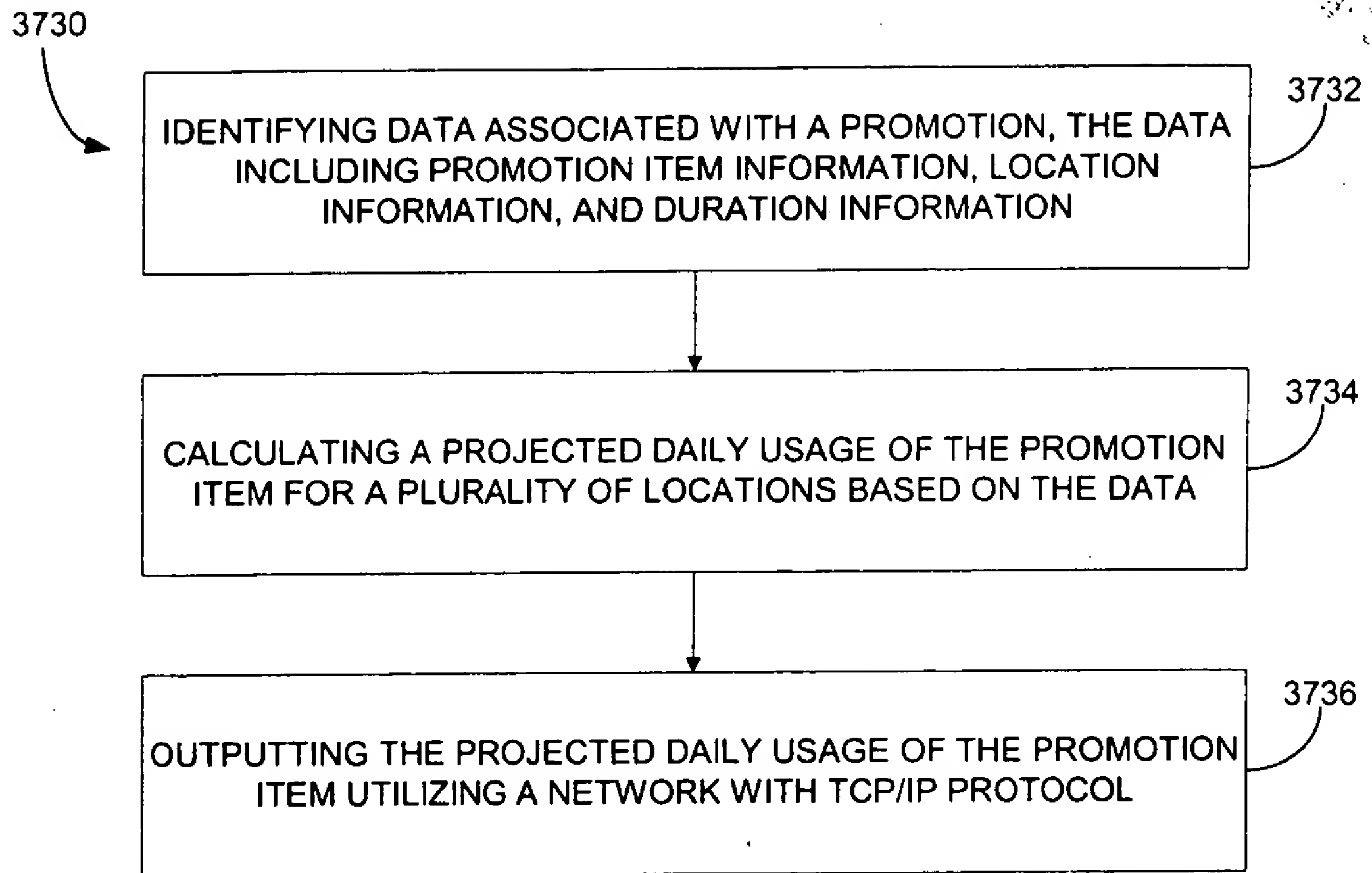


FIG. 37

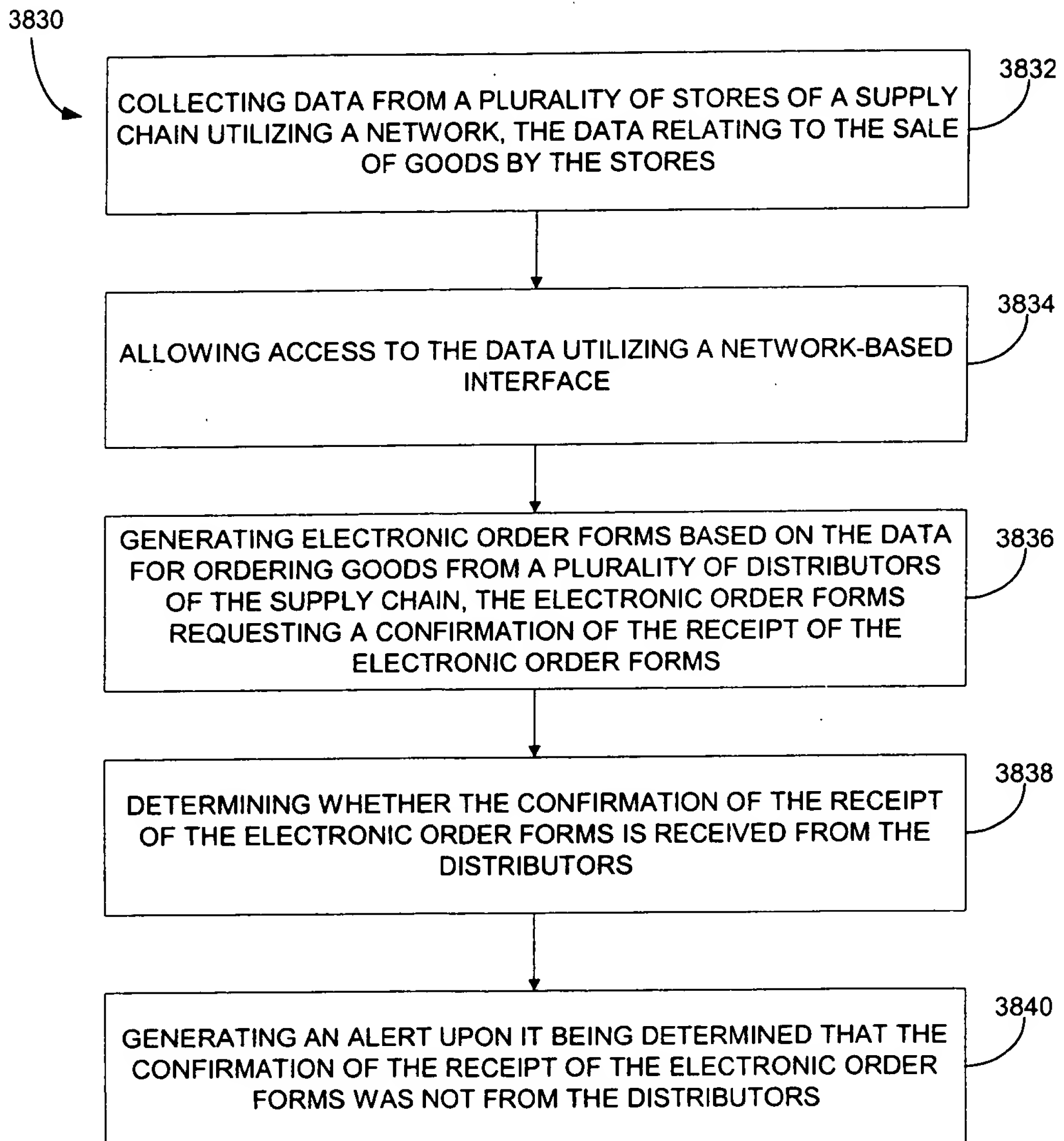


FIG. 38

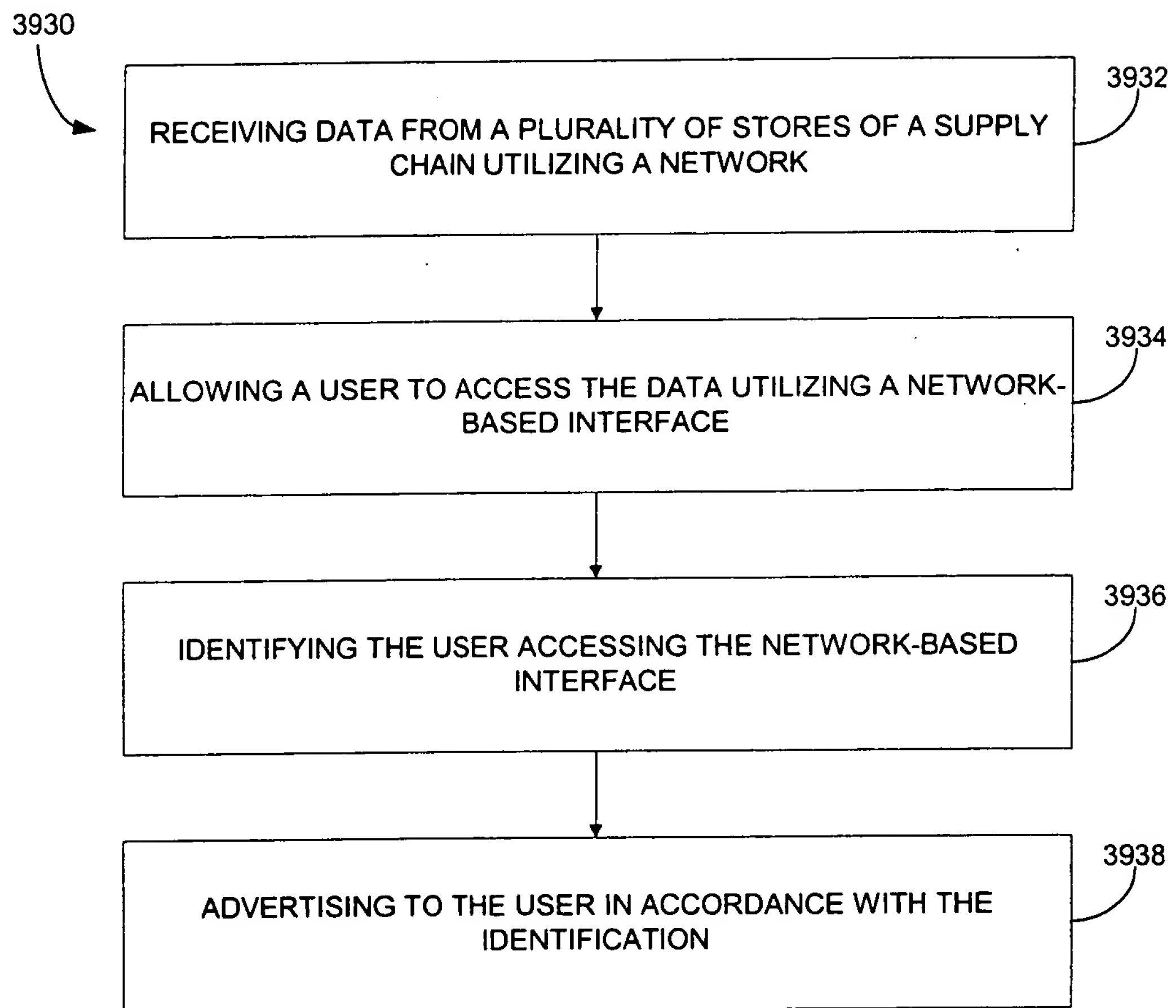


FIG. 39

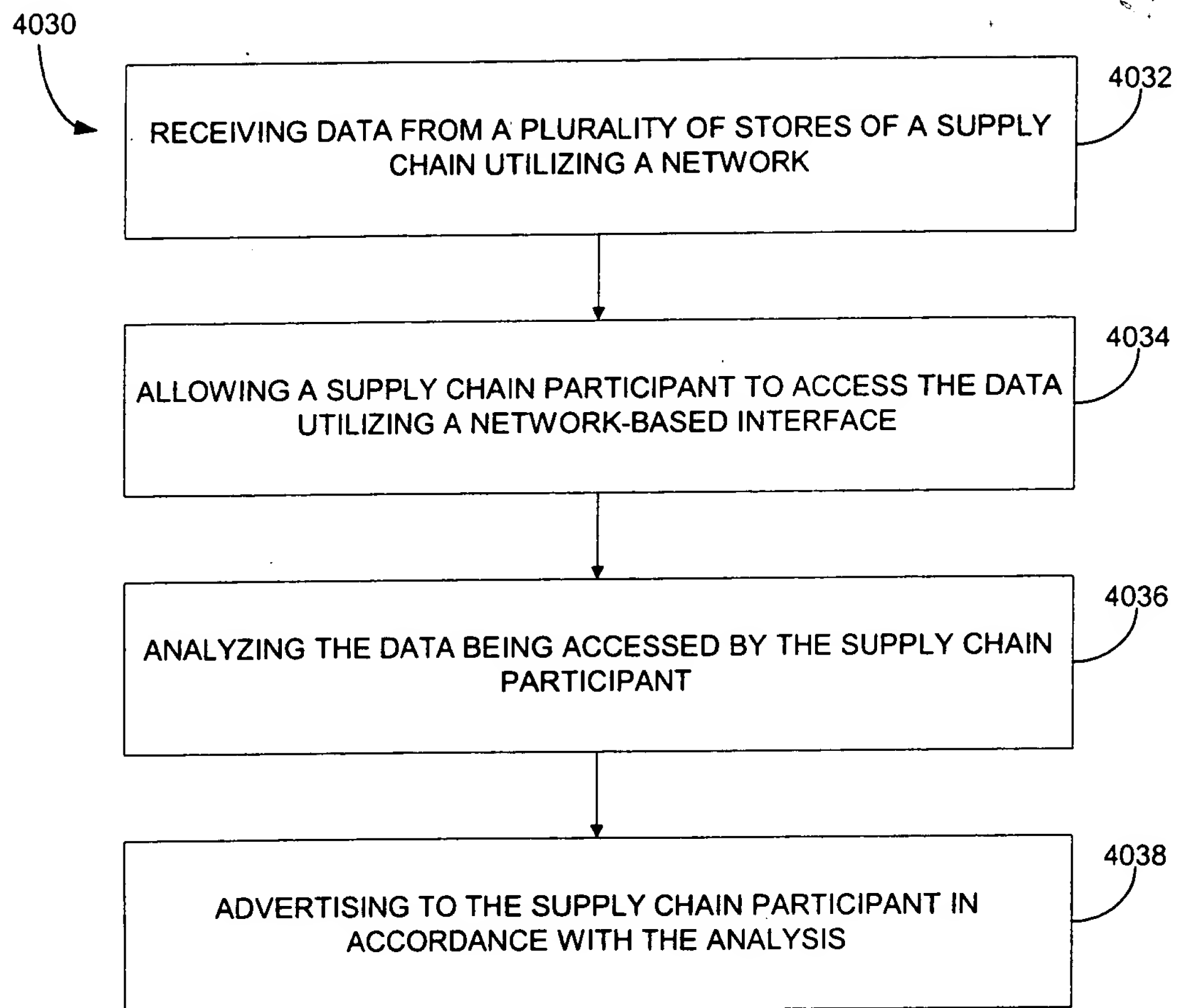


FIG. 40

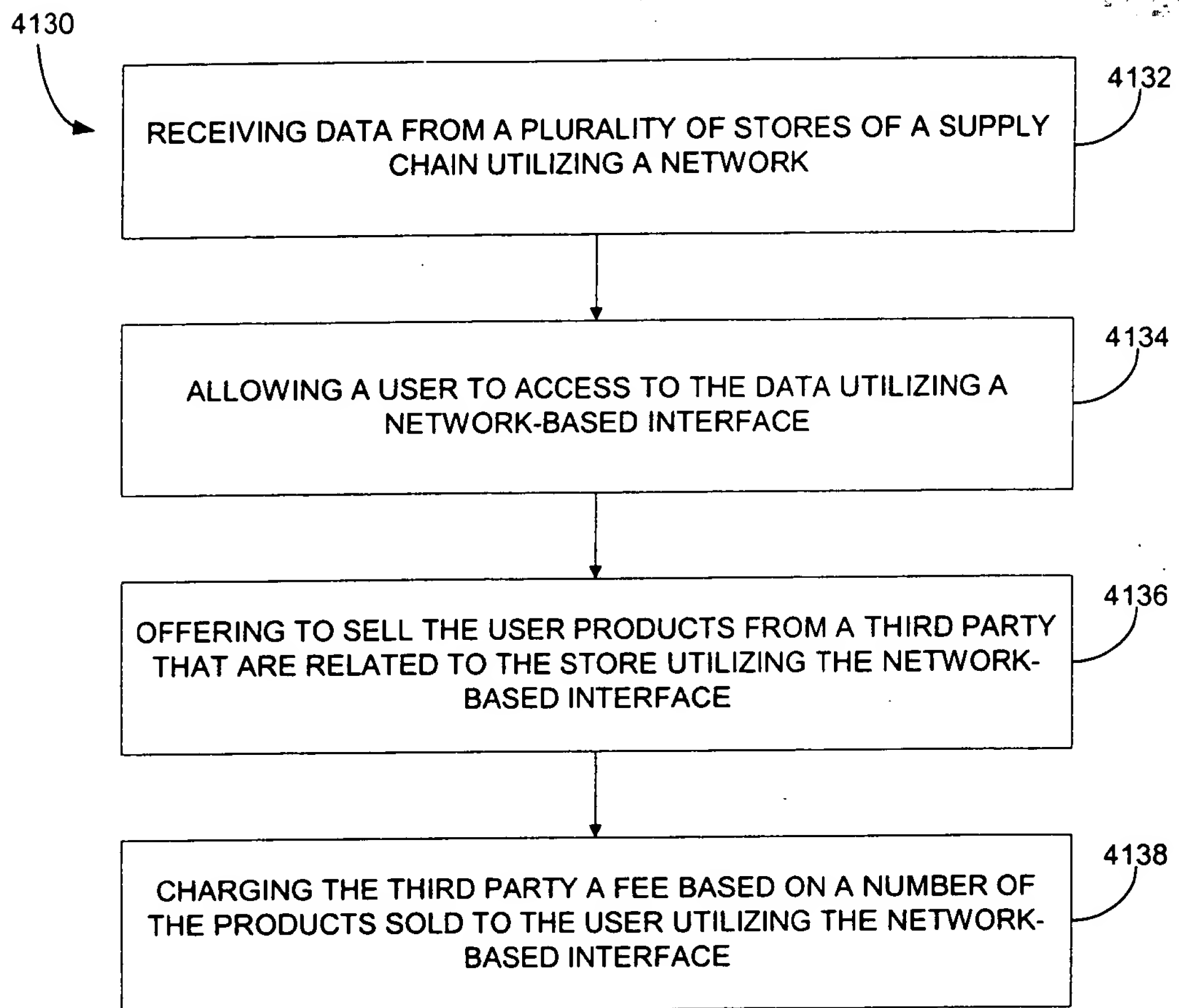


FIG. 41

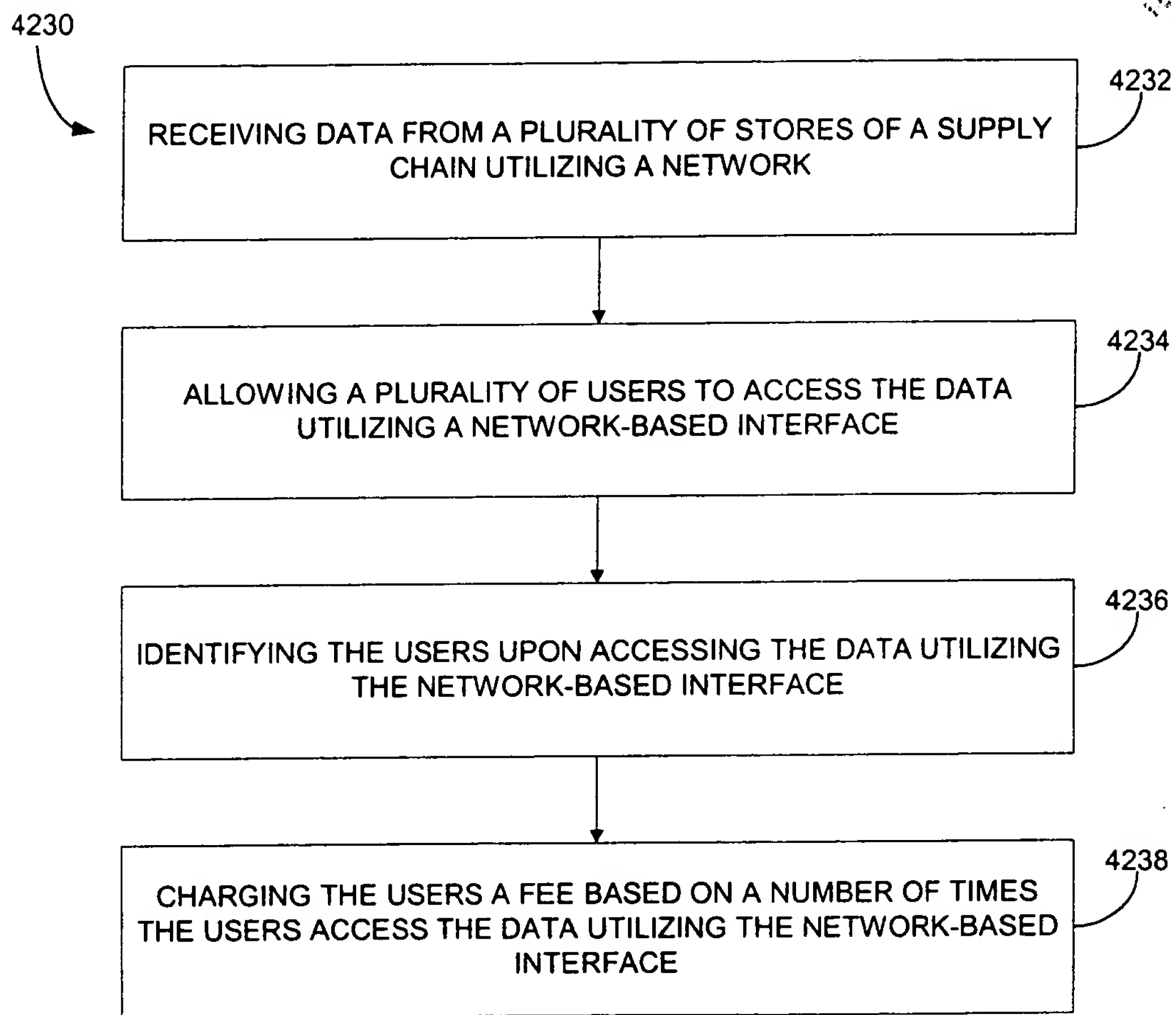


FIG. 42

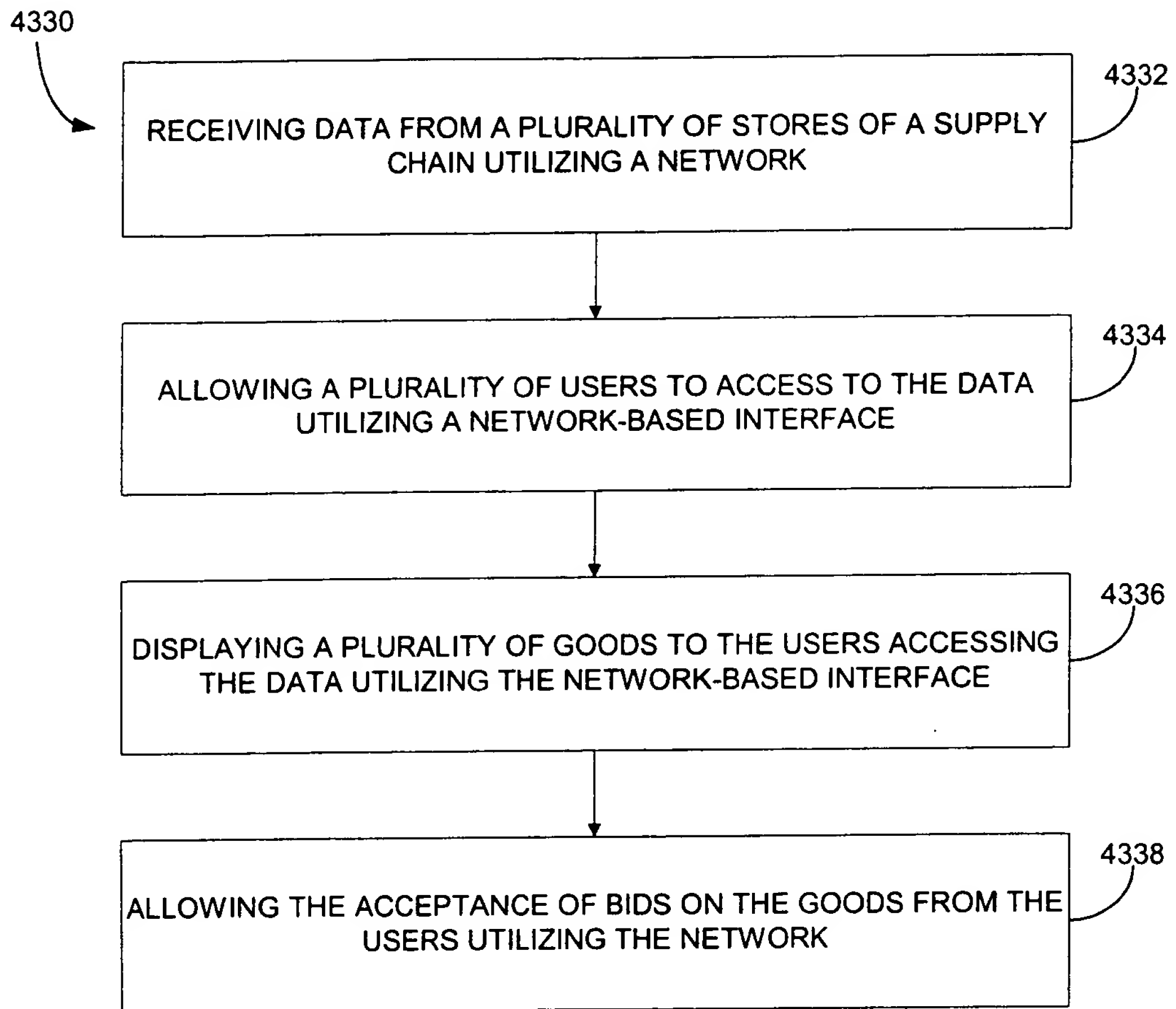


FIG. 43A

4350

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE
BUYING SUPPLY CHAIN PARTICIPANT

4352

GRANTING AUTHORITY TO THE SUPPLY CHAIN MANAGER TO
NEGOTIATE PURCHASE AGREEMENTS FOR AT LEAST ONE
SUPPLY CHAIN COMMODITY ON BEHALF OF THE AT LEAST ONE
BUYING SUPPLY CHAIN PARTICIPANT

4354

ENTERING INTO AT LEAST ONE PURCHASE AGREEMENT FOR THE
COMMODITY, WHEREIN EACH PURCHASE AGREEMENT IS
BETWEEN THE SUPPLY CHAIN MANAGER ON BEHALF OF THE AT
LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT AND A SELLING
SUPPLY CHAIN PARTICIPANT

4356

PERIODICALLY ANALYZING COMMODITY MARKET PRICE
INFORMATION INCLUDING INFORMATION DERIVED FROM AN
INTEGRATED SUPPLY MANAGEMENT SYSTEM FOR DETERMINING
AN EFFECTIVE PRICE OF THE COMMODITY

4358

ESTABLISHING, BY THE AT LEAST ONE PURCHASE AGREEMENT,
A CONTRACT PRICE DEPENDING UPON THE EFFECTIVE PRICE
FOR THE COMMODITY IN CIRCUMSTANCES WHERE A
DETERMINATION OF THE EFFECTIVE PRICE OF THE COMMODITY
HAS BEEN MADE

4360

FIG. 43B

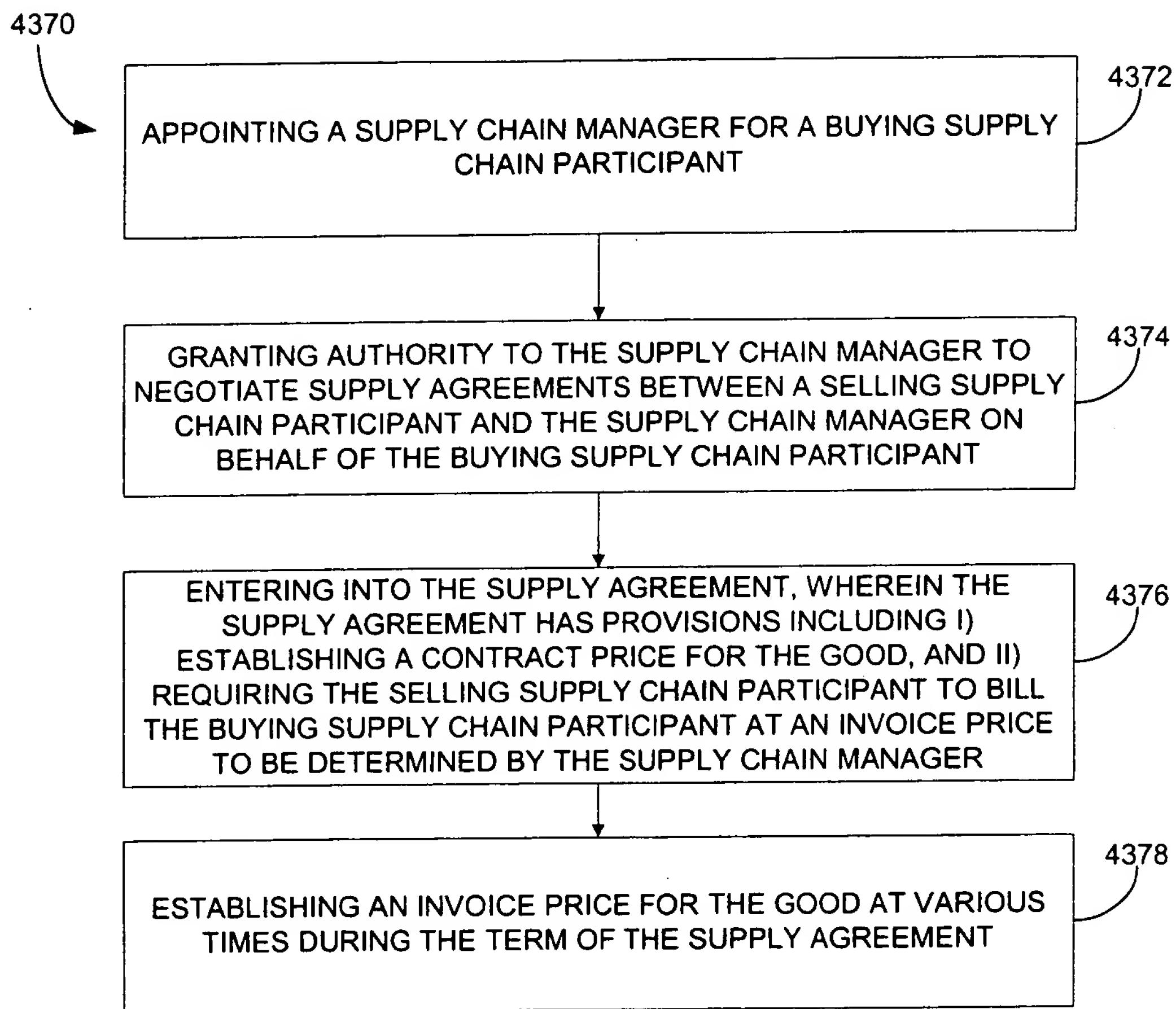


FIG. 43C

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN
MANAGER A COMMODITY POSITION PRICE

4394

FIG. 43D

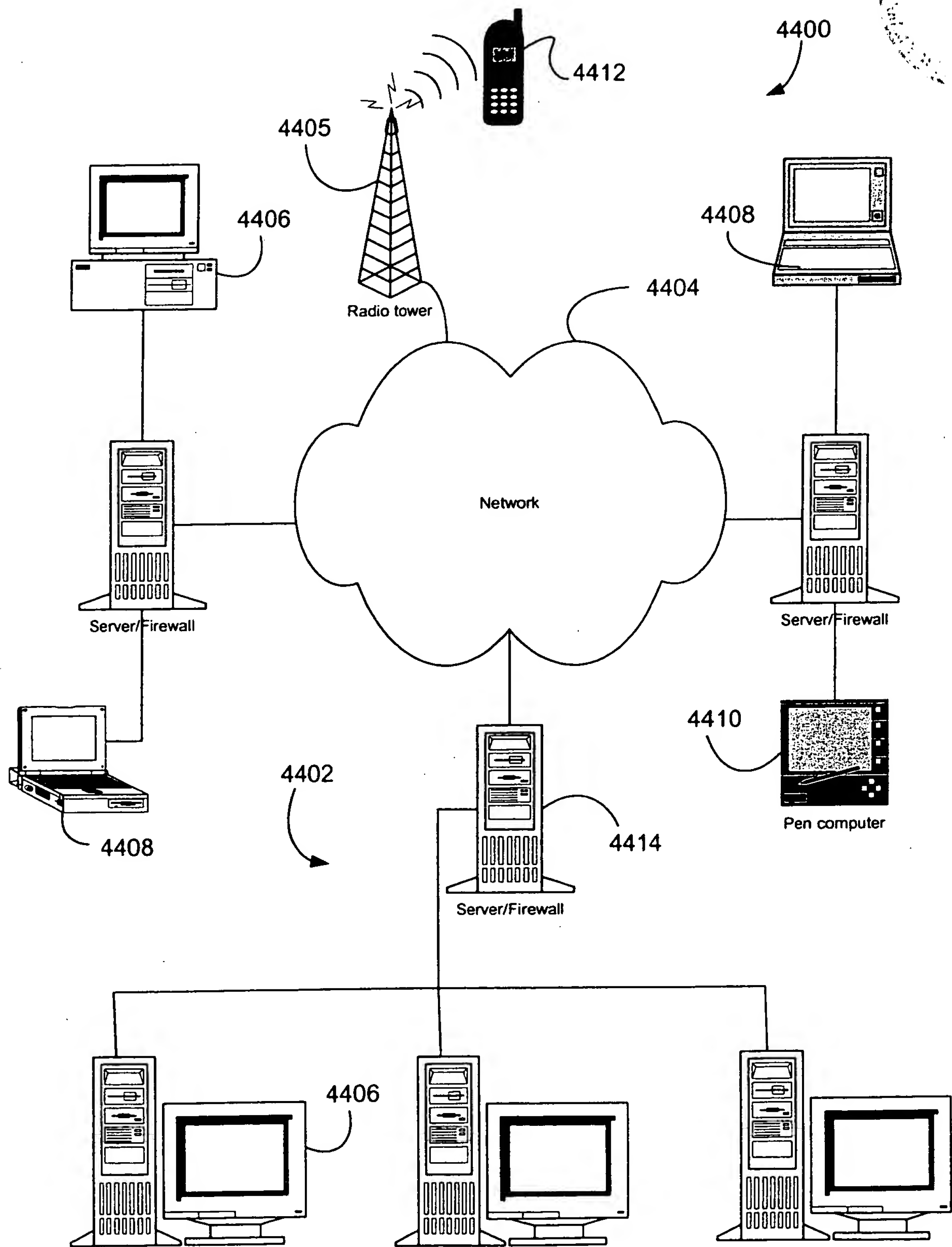


FIG. 44

THE **OF** **IN** **THE** **OF** **THE** **OF**

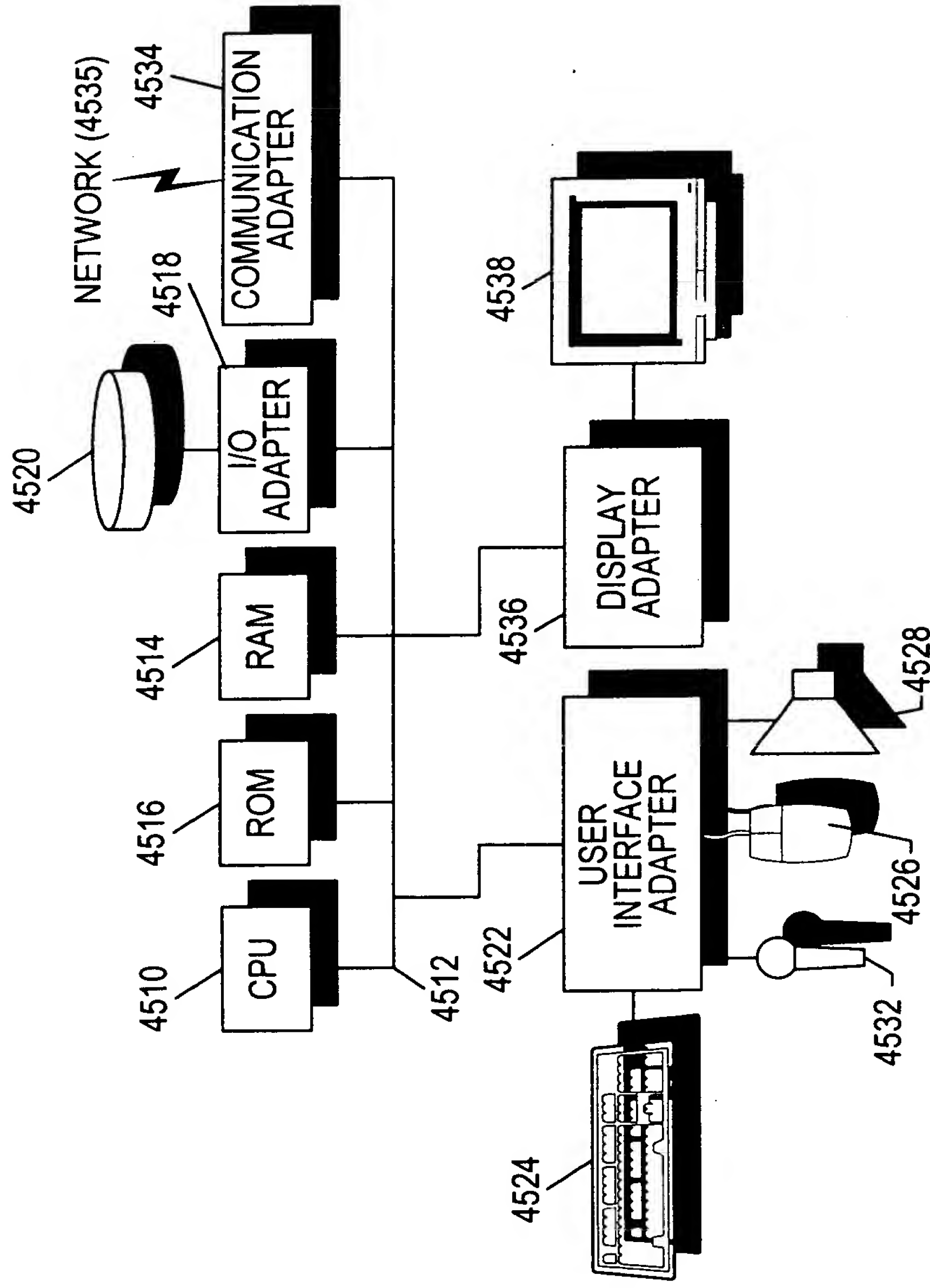


FIG. 45

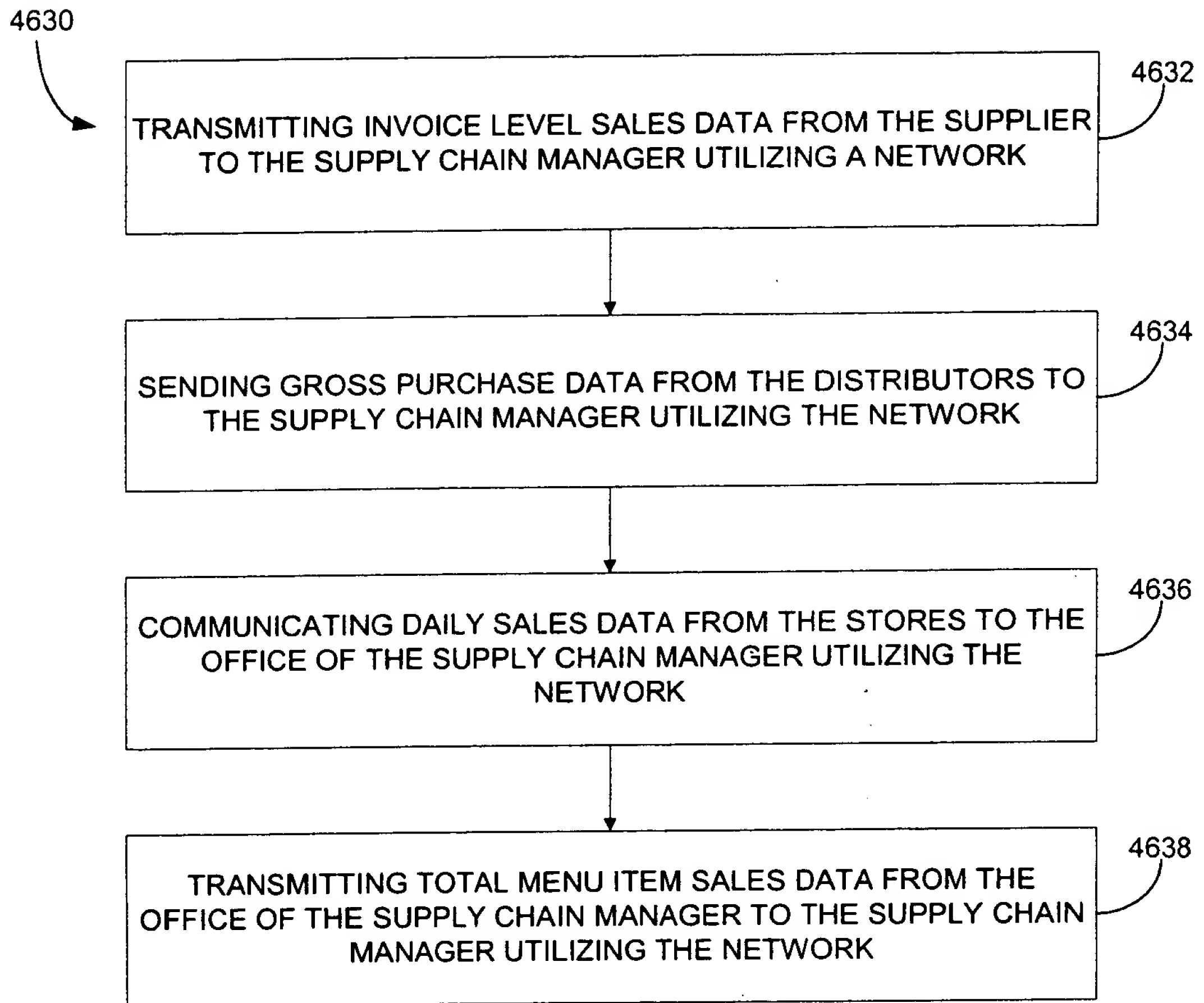


FIG. 46

4730

TRANSMITTING INVOICE LEVEL SALES DATA FROM THE SUPPLIER
TO THE SUPPLY CHAIN MANAGER UTILIZING A NETWORK

4732

SENDING INVOICE LEVEL SALES DATA FROM THE DISTRIBUTORS
TO THE SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

4734

COMMUNICATING DAILY SALES DATA FROM THE STORES TO THE
OFFICE OF THE SUPPLY CHAIN MANAGER UTILIZING THE
NETWORK

4736

TRANSMITTING DAILY SALES DATA FROM THE OFFICE OF THE
SUPPLY CHAIN MANAGER TO THE SUPPLY CHAIN MANAGER
UTILIZING THE NETWORK, WHEREIN THE DAILY SALES DATA IS
ORGANIZED BASED ON THE STORES FROM WHICH THE DAILY
SALES DATA ORIGINATED

4738

FIG. 47

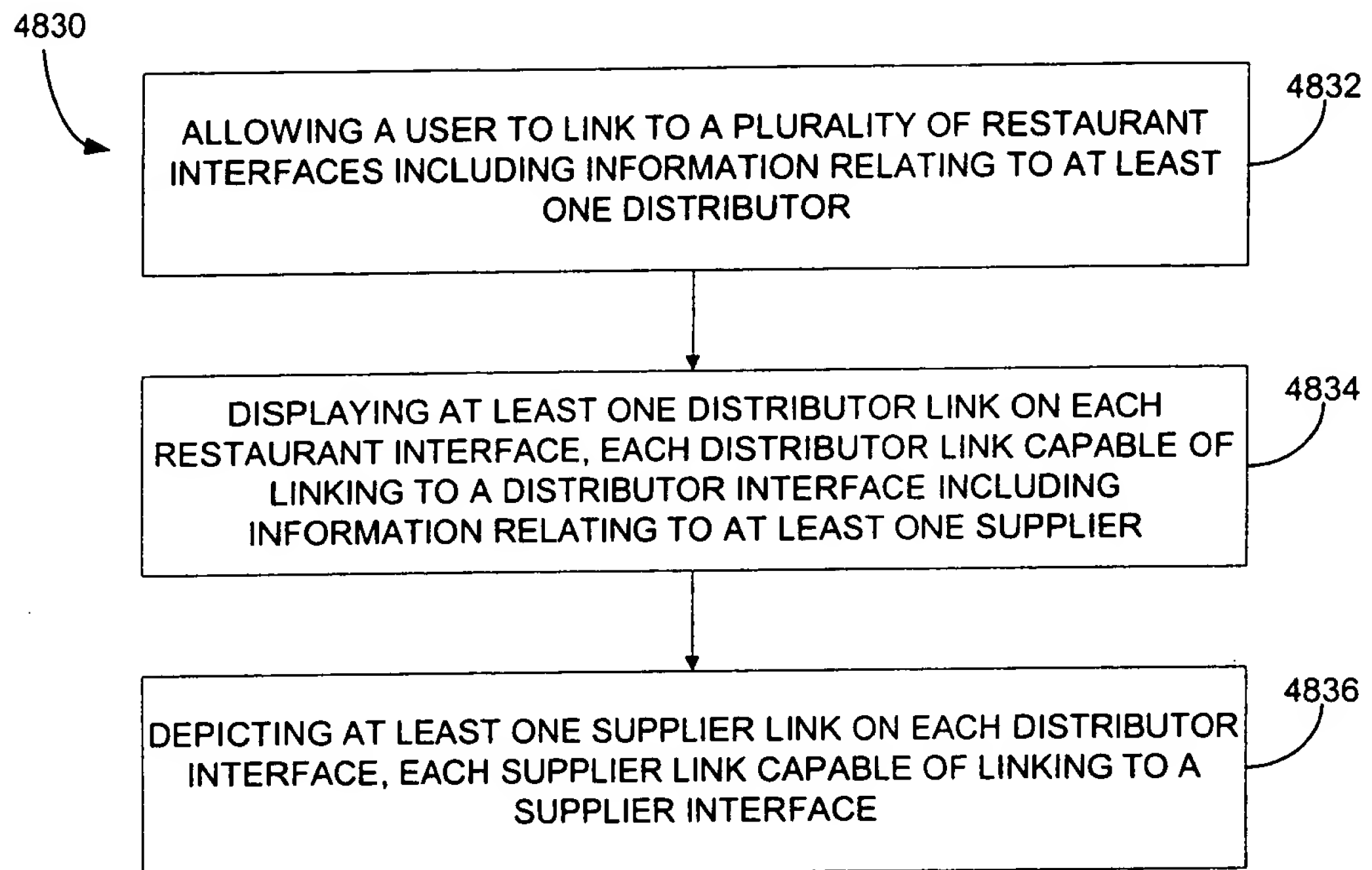


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

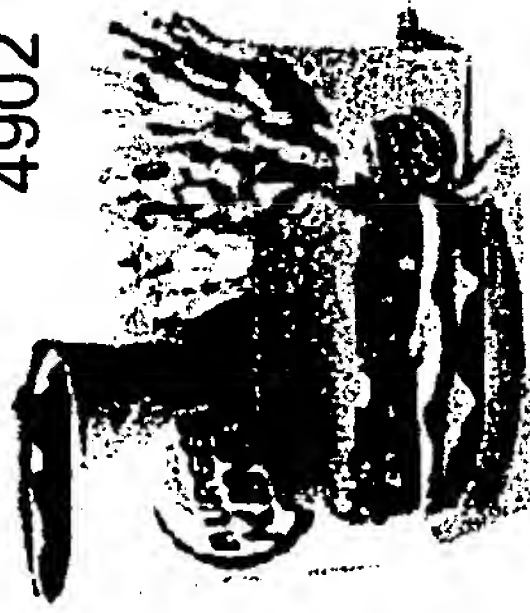
File Edit View Favorites Tools Help

Address http://www.rsweb.com/home/index.asp

Go Links

RSI

4902



Contact Information

Map/Directions

General Information


Legal Information


More About RSI

Help

BKC link

NFA link





Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name Password

Franchisee *****

Enter Site

Click For Help

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

Internet

FIG. 49

RSI Main Menu - Microsoft Internet Explorer

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/start.asp

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

5004

5006

5008

5002

5010

5012

5000

Franchisee

Reports

Legal Information

• POS/BOH System
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.

• Redbook

• More

• Landed Cost
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.

• More

• Change Password

• Edit Personal Info
Edit your personal information.

• More

• Terms and conditions of usage and Privacy Statement.

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50

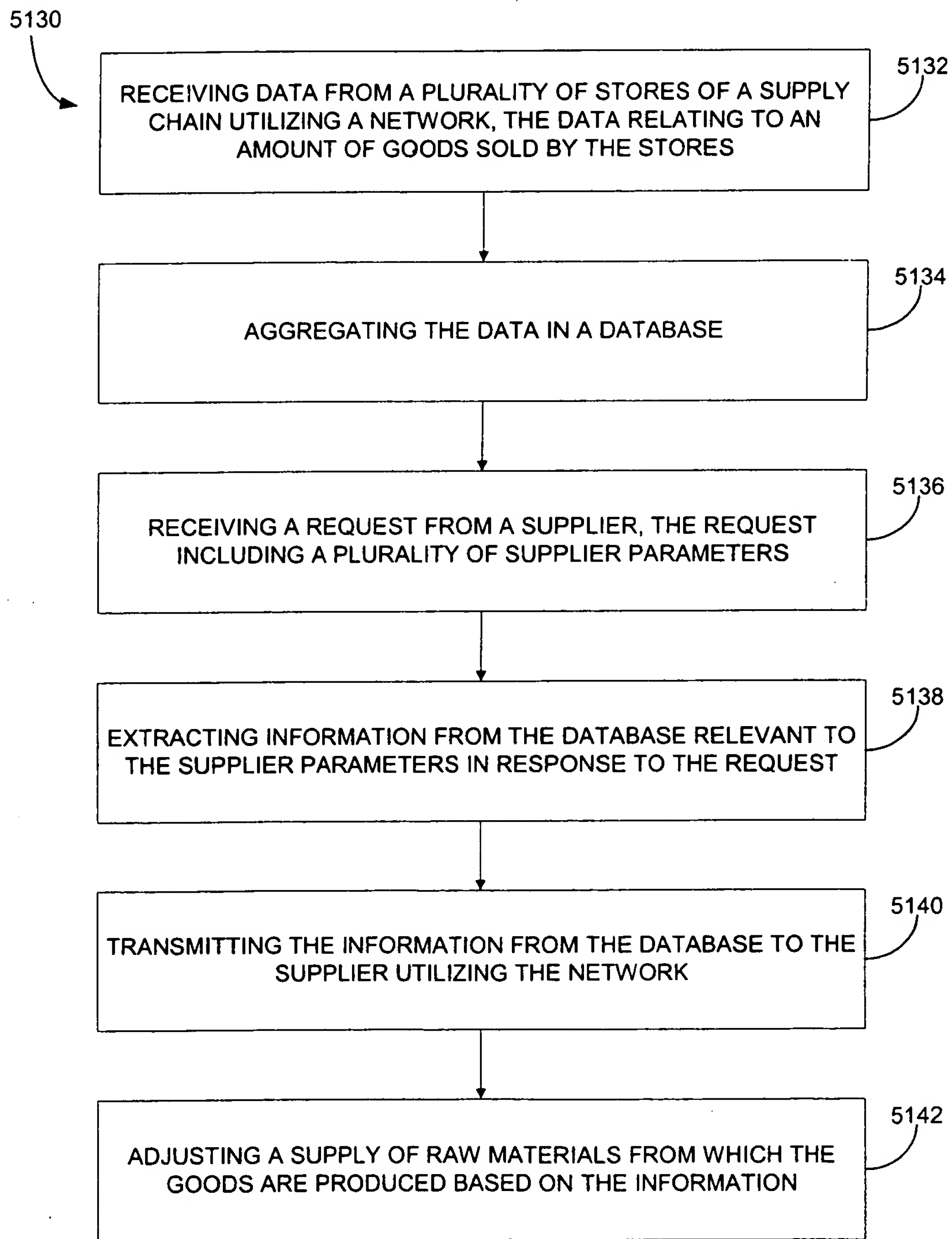


FIG. 51

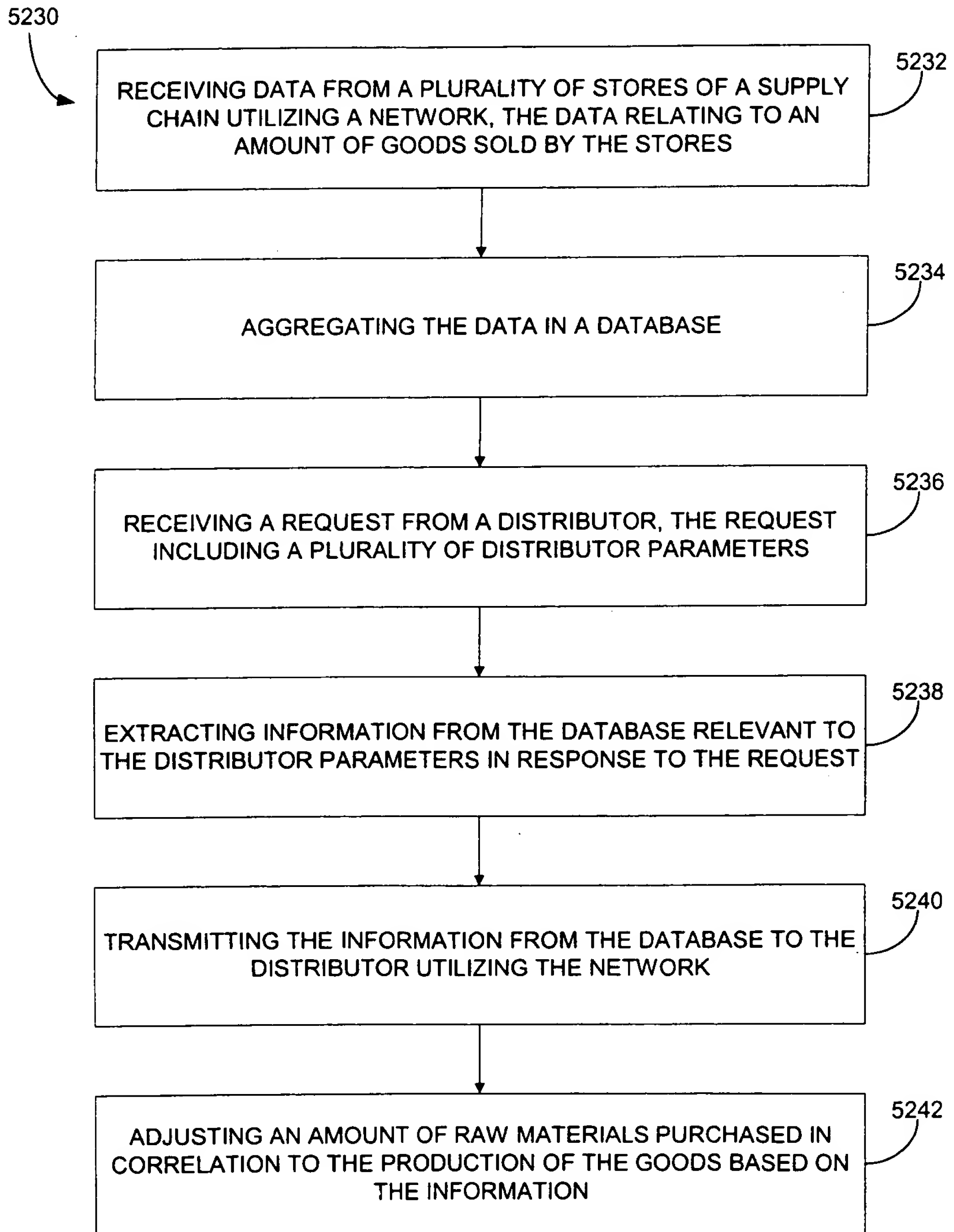


FIG. 52

RSI

Distributor

LOGOUT
HOME

Reports
Personal Info
Legal Information
Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

5300

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| DC Item No. | | Item Description | % Chg 14 Day Avg | 14 Day Rolling Total Cases | | | | | | | | | | | | | | Week Ending Total | | | |
|------------------------------------|--------------------------|------------------|------------------|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|------|--|
| | | | | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/24 | 10/25 | 9/18 | |
| Number of Restaurants Served by DC | | | | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 197 | | |
| 18886 | SAUCE: BBQ BULK BULLSEYE | | 0.00% | 13 | 21 | 23 | 18 | 16 | 14 | 14 | 13 | 21 | 21 | 16 | 13 | 13 | 109 | 80 | 72 | | |
| 20788 | MUSTARD: BULK BK | | 0.00% | 12 | 19 | 20 | 16 | 14 | 14 | 13 | 14 | 19 | 19 | 16 | 15 | 14 | 110 | 104 | 100 | | |
| 24340 | MAYONNAISE: BULK BK | | 0.00% | 134 | 197 | 211 | 173 | 166 | 154 | 153 | 150 | 200 | 206 | 175 | 155 | 161 | 1184 | 1146 | 1109 | | |
| 24886 | STRAW: WRAPPED 7.75" BK | | 0.00% | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 189 | 179 | 178 | | |
| 26318 | FORK: WRAPPED BULK BK | | 0.00% | 10 | 11 | 12 | 10 | 9 | 9 | 9 | 11 | 12 | 11 | 10 | 9 | 9 | 70 | 71 | 58 | | |
| 26462 | KNIFE: WRAPPED BULK BK | | 0.00% | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 18 | 15 | 9 | | |
| 27682 | KETCHUP: BULK BAG IN BOX | | 0.00% | 89 | 134 | 142 | 116 | 104 | 102 | 101 | 100 | 139 | 139 | 116 | 108 | 102 | 766 | 771 | 743 | | |
| 27690 | KETCHUP: PACKETS 10g BK | | 0.00% | 127 | 194 | 205 | 180 | 143 | 142 | 139 | 144 | 197 | 197 | 160 | 142 | 140 | 1112 | 1070 | 1044 | | |
| TOTAL | | | | | | | | | | | | | | | | | | | | | |

Done

Internet

FIG. 53

11-02-00 10:23:46

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://test.rsilink.com/dc/d_plpromodetail.asp?dc=26576

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REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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| Local Promotion Option | ADI | Start Date | Projected City Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|----------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup | Chicago, IL | 5/1/00 | 85 | 99 | 8 | |
| | Davenport-Rt.Moline, IA | 5/1/00 | 85 | 32 | 17 | |
| | Des Moines-Ames, IA | 7/10/00 | 85 | 17 | 28 | |
| | Omaha, NE | 7/10/00 | 85 | 17 | 50 | |
| | Peoria, IL | 8/1/00 | 85 | 99 | 17 | |
| | Sioux City, IA | 8/28/00 | 85 | 99 | 10 | |
| | Springfield-Decatur-Chmpg. IL | 8/1/00 | 85 | 99 | 1 | |
| 32 oz. Motor Cup Total | | | | | 131 | |
| Big King | Cedar Rapids-Waterloo-Dubuq. IA | 4/15/00 | | 99 | 10 | |
| | Davenport-Rt.Moline, IA | 4/15/00 | | 99 | 17 | |
| | Ottumwa-Kirkville, IA | 4/15/00 | | 99 | 3 | |
| Big King Total | | | | | 30 | |
| Pancake Minis | Chicago, IL | 5/15/00 | 20 | 99 | 8 | |
| | Peoria, IL | 5/1/00 | 20 | 99 | 17 | |
| | Sioux City, IA | 4/15/00 | 20 | 99 | 10 | |
| Pancake Minis Total | | | | | 35 | |

Done Internet

FIG. 54

TYSON FOODS

RSI

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Legal Information
Help

POS Implied Daily Usage - Supplier

Supplier: **TYSON FOODS** Retrieve

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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| | | | | 14 Day Rolling Total Cases | | | | | | | | | | | | | | Week Ending Total | | | | |
|-----------------------|----|--------------------|------------------|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|--|--|--|--|
| FOB Point | DC | RSI Item No | Item Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | | | | |
| TOTAL | | | | | | | | | | | | | | | | | | | | | | |
| Total of DC Locations | | | | | | | | | | | | | | | | | | | | | | |
| 6 | | CHICKEN-PATTY | 0.00% | 90 | 137 | 144 | 111 | 100 | 96 | 100 | 134 | 126 | 100 | 100 | 780 | 774 | 788 | 781 | | | | |
| 7 | | CHICKEN-BK BROILER | 0.00% | 35 | 51 | 60 | 48 | 46 | 43 | 40 | 53 | 48 | 46 | 41 | 330 | 327 | 354 | 344 | | | | |
| 8 | | CHICKEN-TENDERS | 0.00% | 222 | 338 | 337 | 286 | 240 | 229 | 246 | 340 | 316 | 228 | 223 | 1,815 | 1,808 | 1,418 | 1,203 | | | | |
| | | CHICKN | | | | | | | | | | | | | | | | | | | | |

Done

Internet

FIG. 55

4 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

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Address http://www.rsiweb.com/fran/l_rptlc.asp?report=true

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Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|-----------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE-THERMAL 2 26" X 165 | \$21.27 | \$1.57 | \$22.84 |
| 12880 | 3688 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18088 | 309 | SAUCE-BULK-KRAFTBULL'EYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 67 | MUSTARD-BULK3GAL | \$8.45 | \$1.57 | \$10.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 66 | SAUCE-BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24500 | 4270 | WATER-ICE MOUNTAIN 5L | \$8.41 | \$1.57 | \$9.98 |

Done Internet

FIG. 56

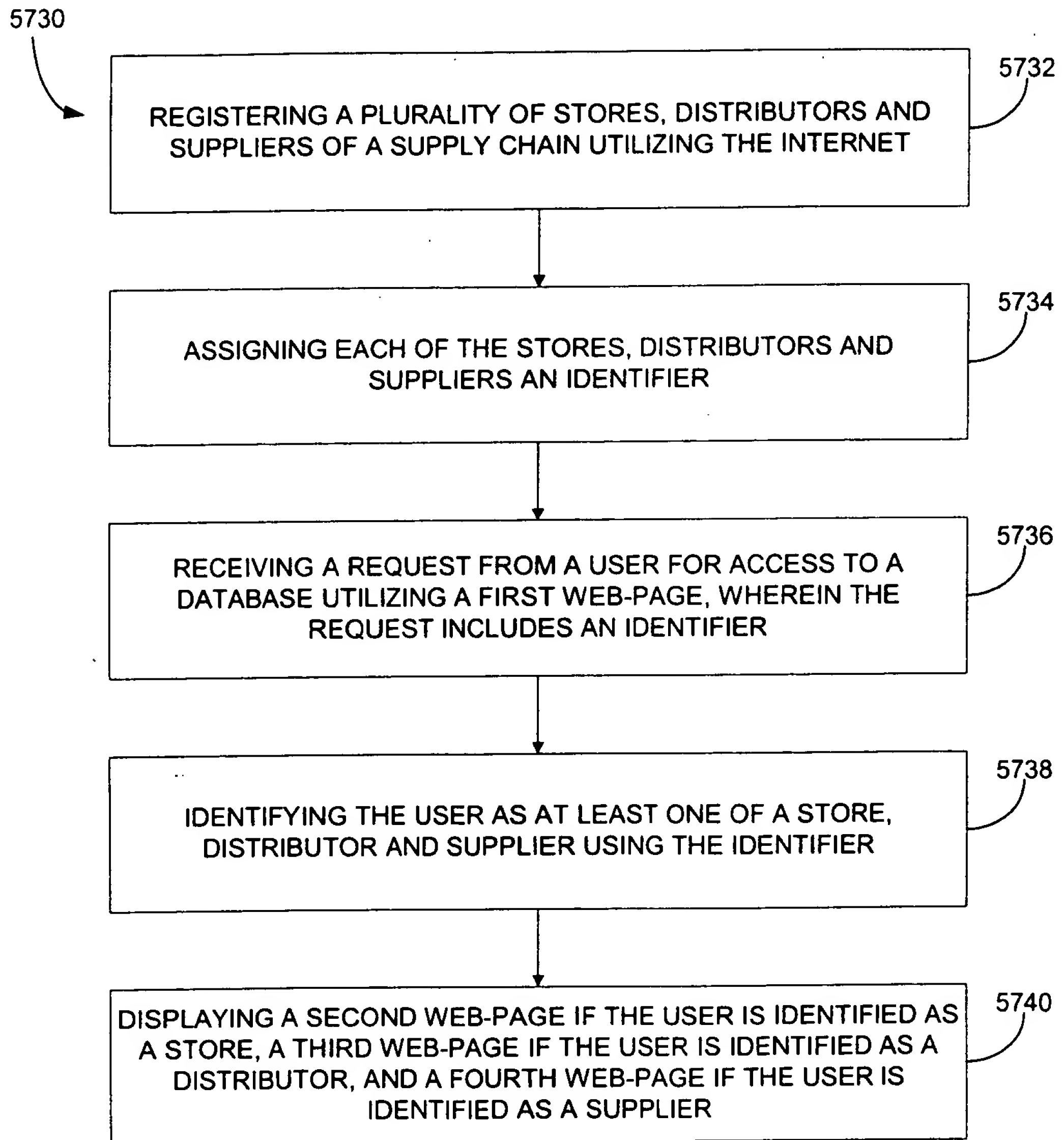


FIG. 57

FIG. 58

5804

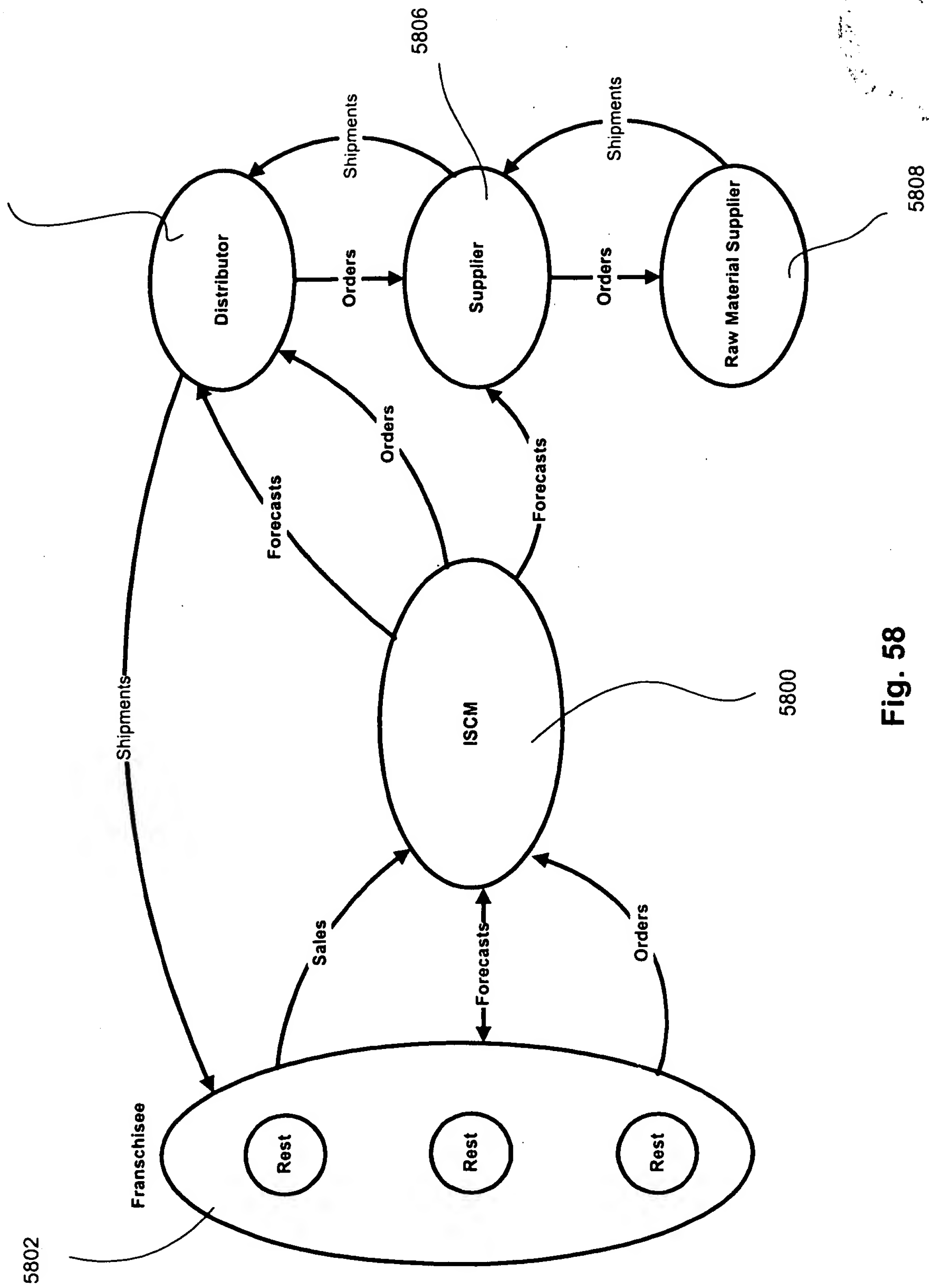


Fig. 58

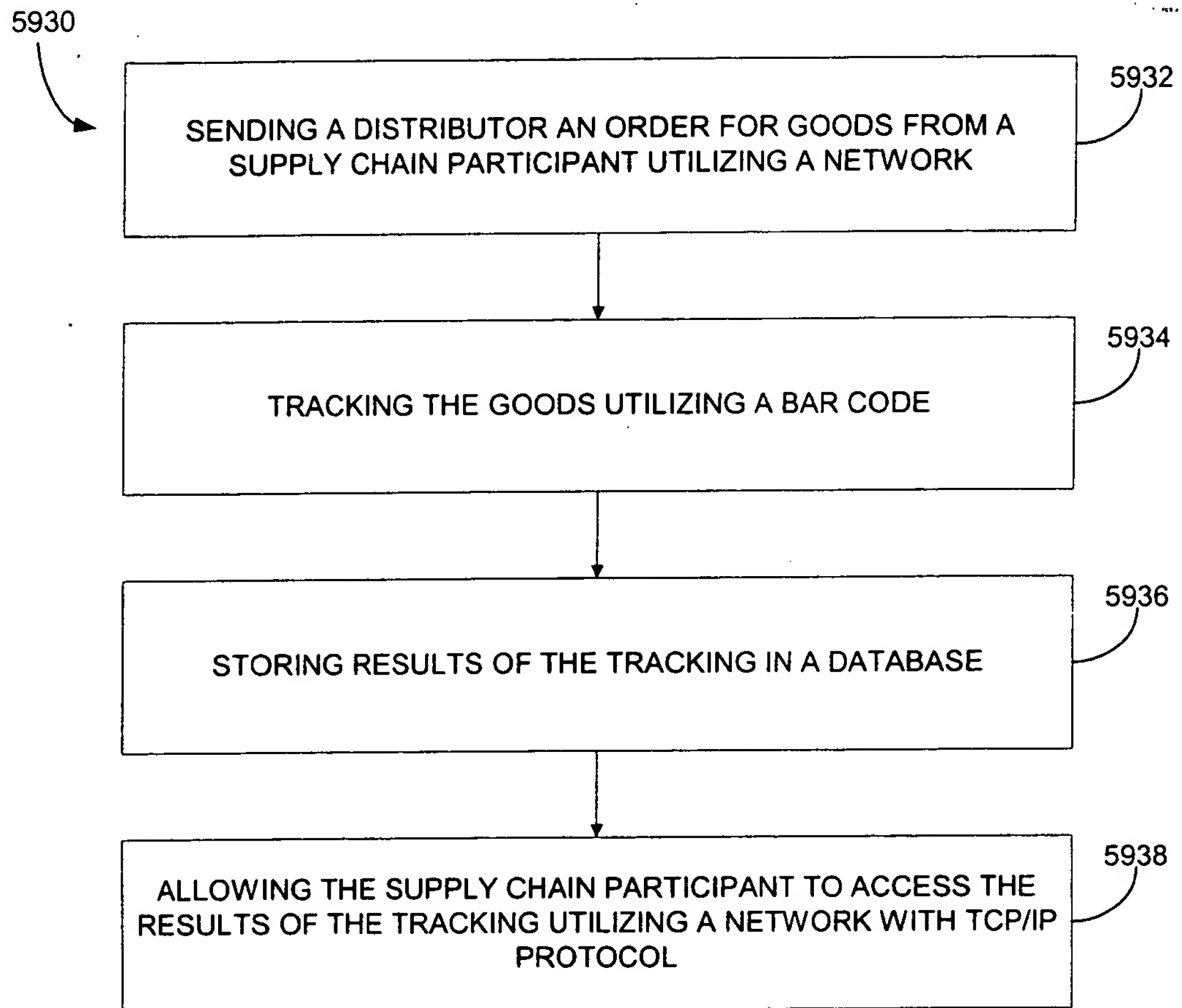


FIG. 59

00 50 00 20 00 " 0 00 00 50 0 00 00

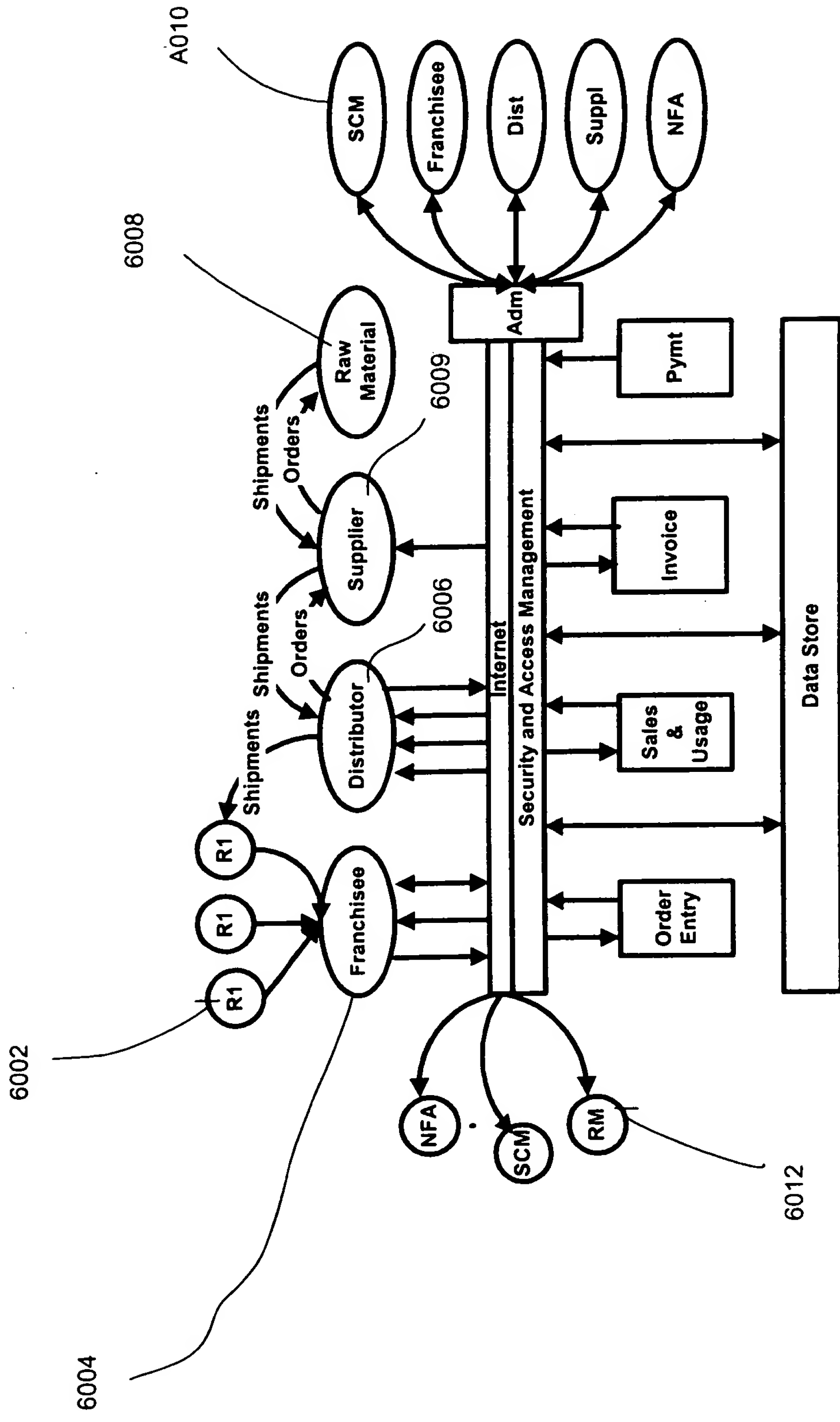


Fig. 60

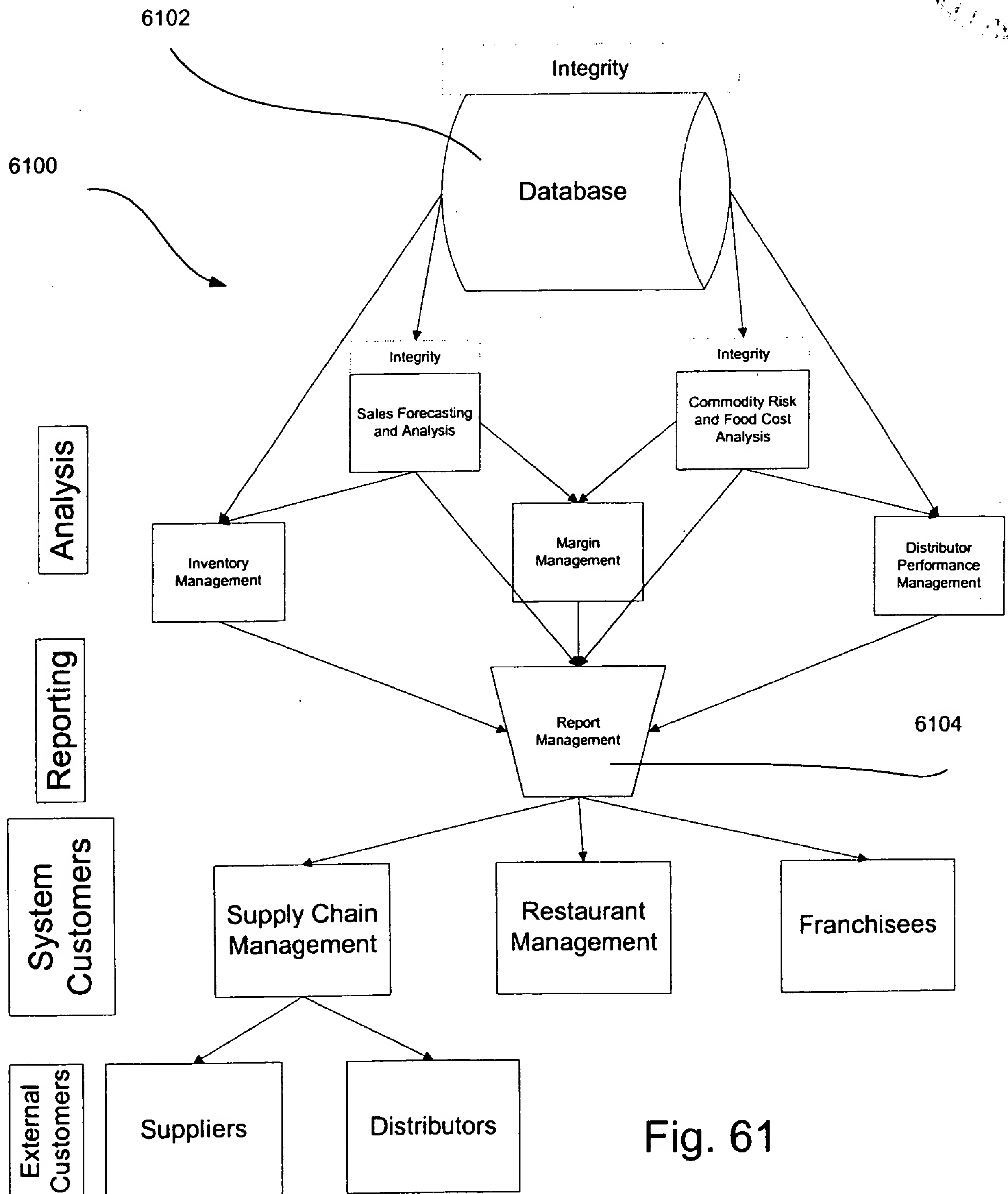


Fig. 61

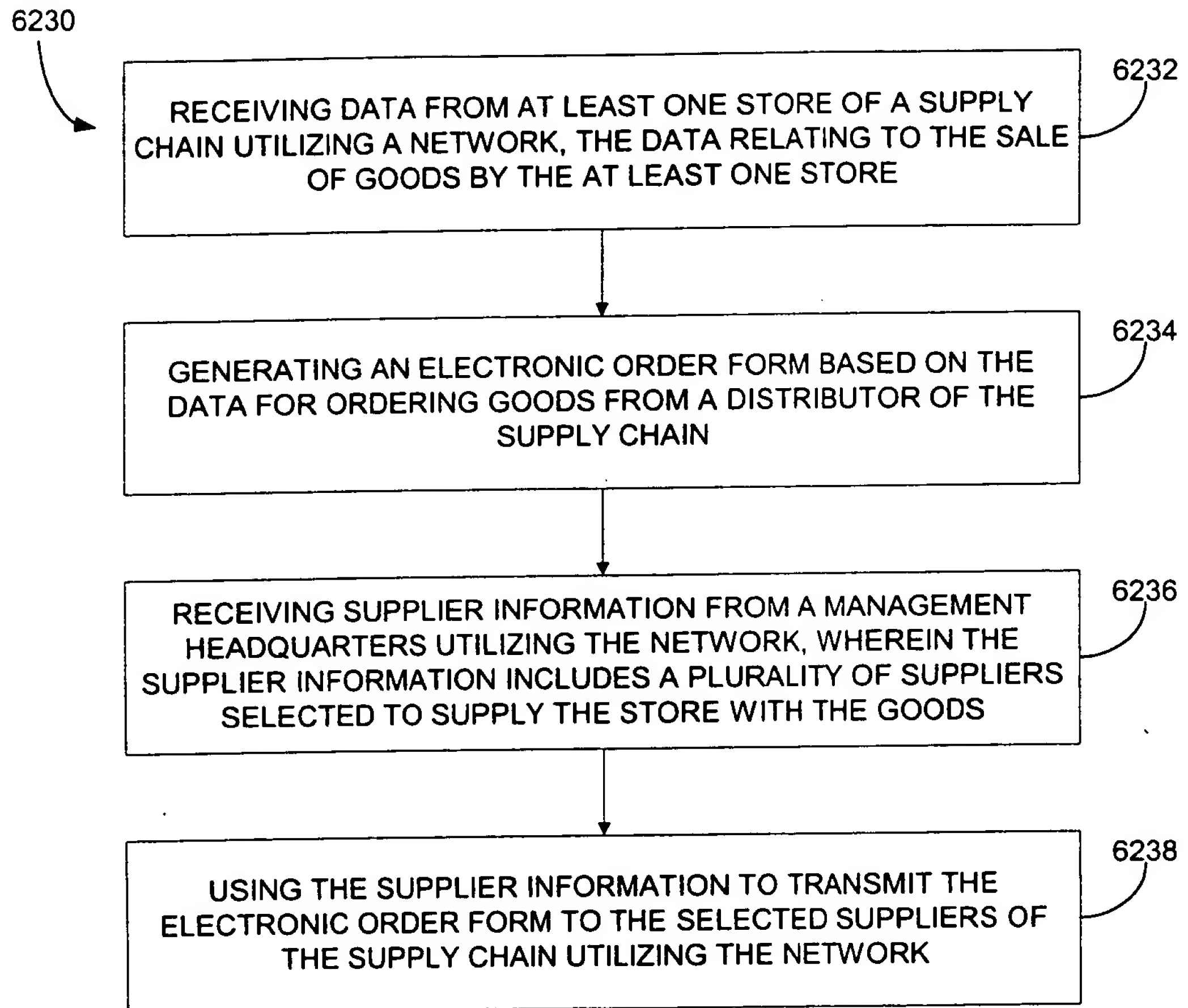


FIG. 62

FIG. 63

6300

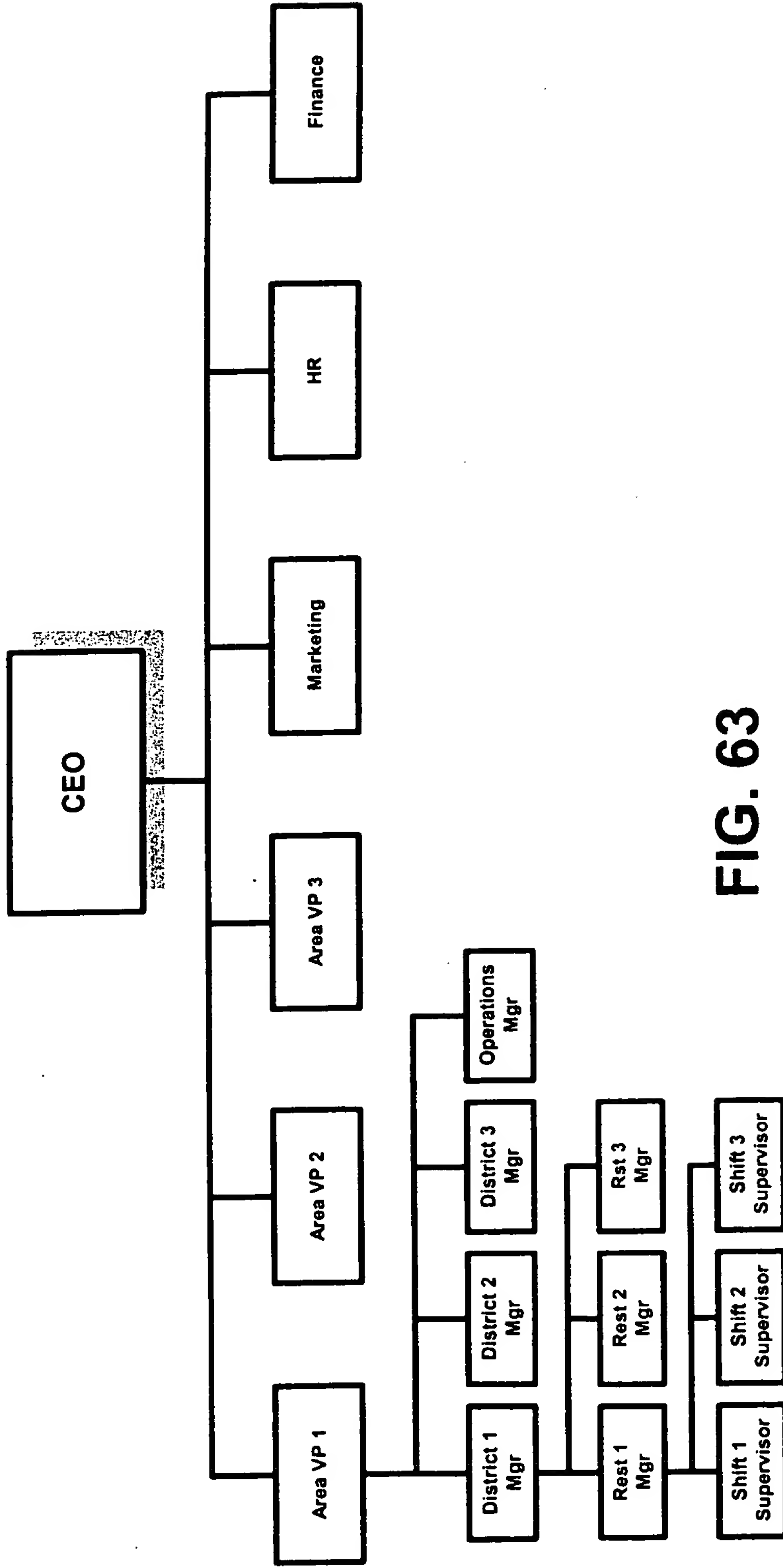


FIG. 63



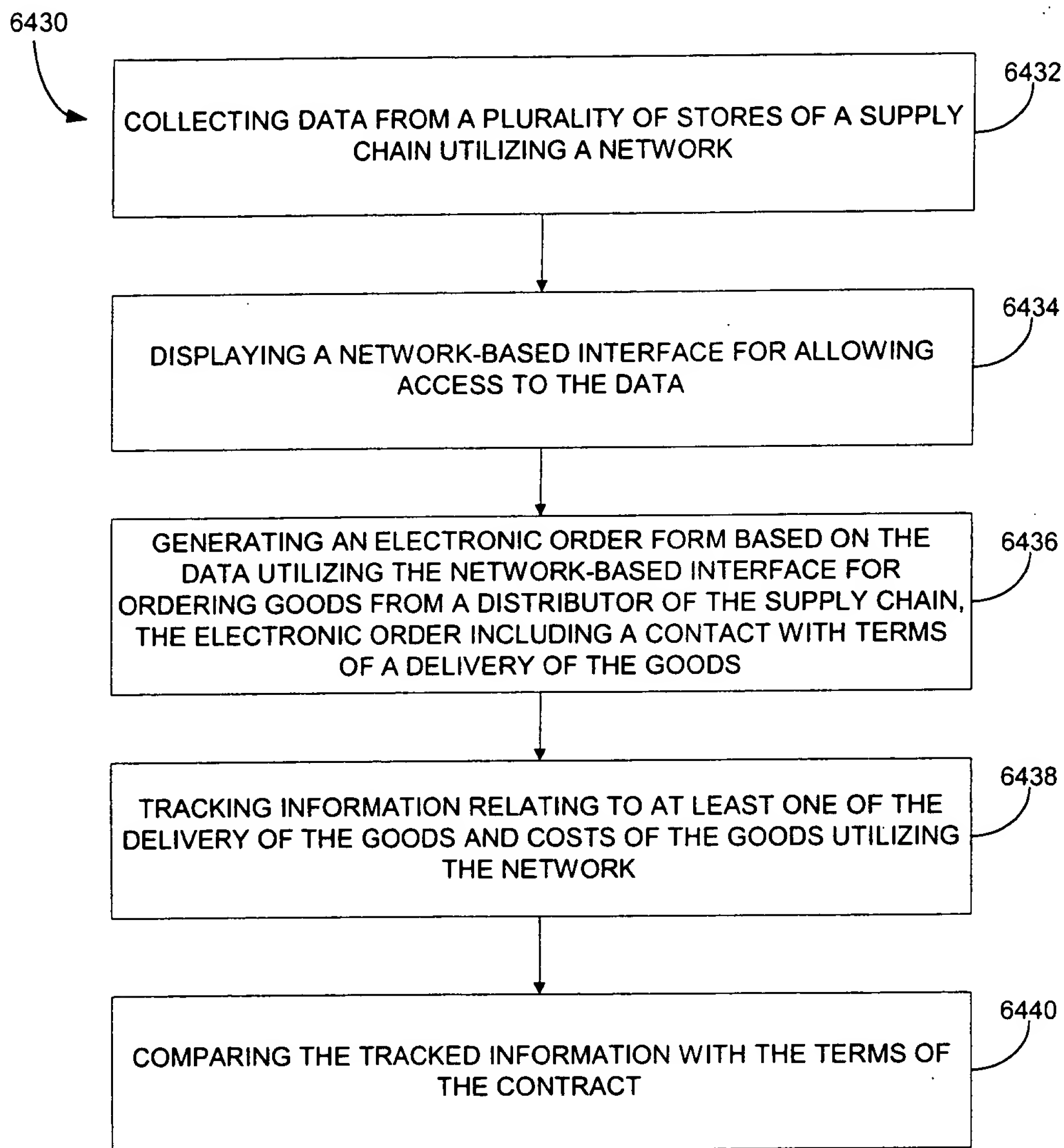


FIG. 64

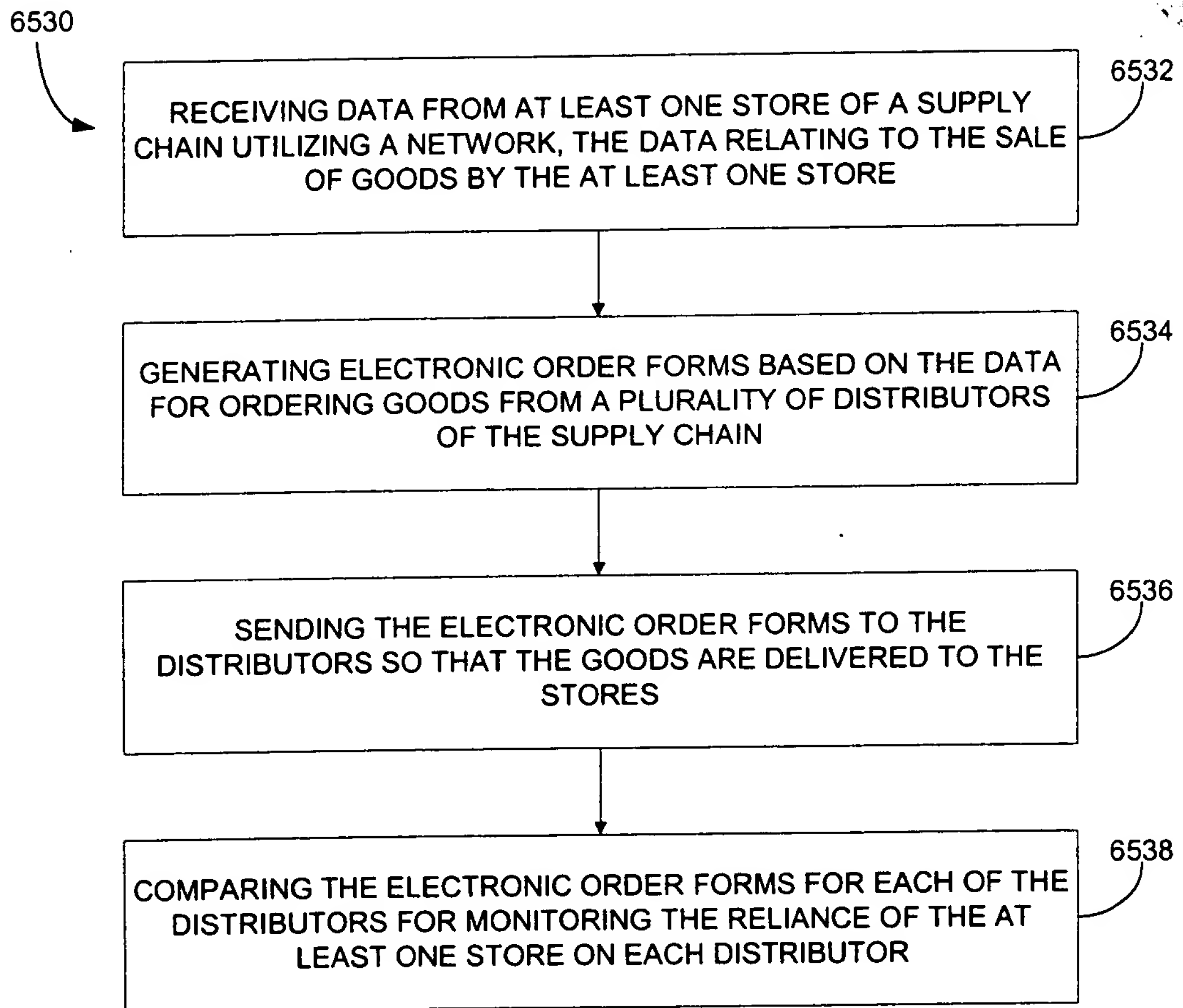


FIG. 65

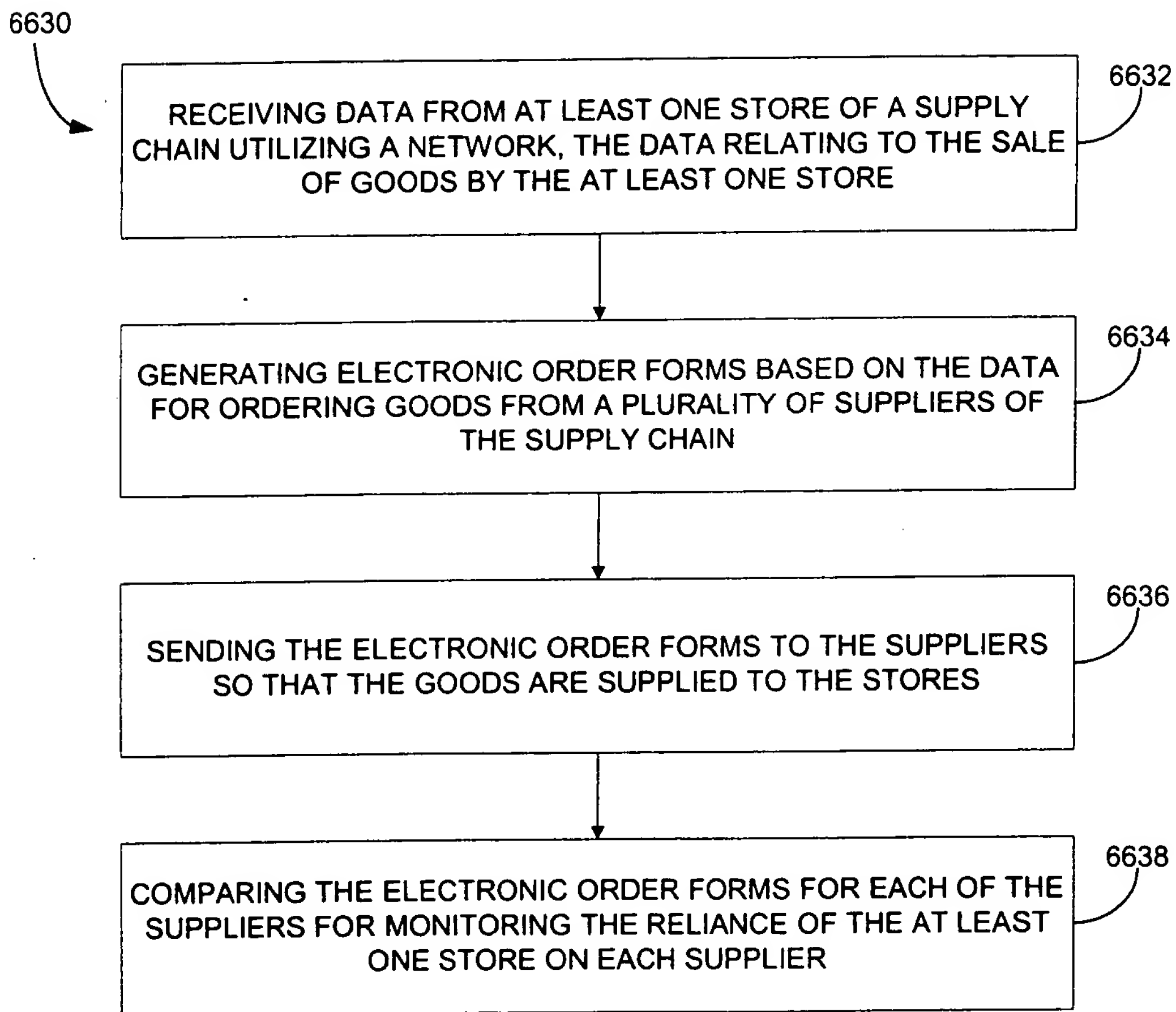


FIG. 66

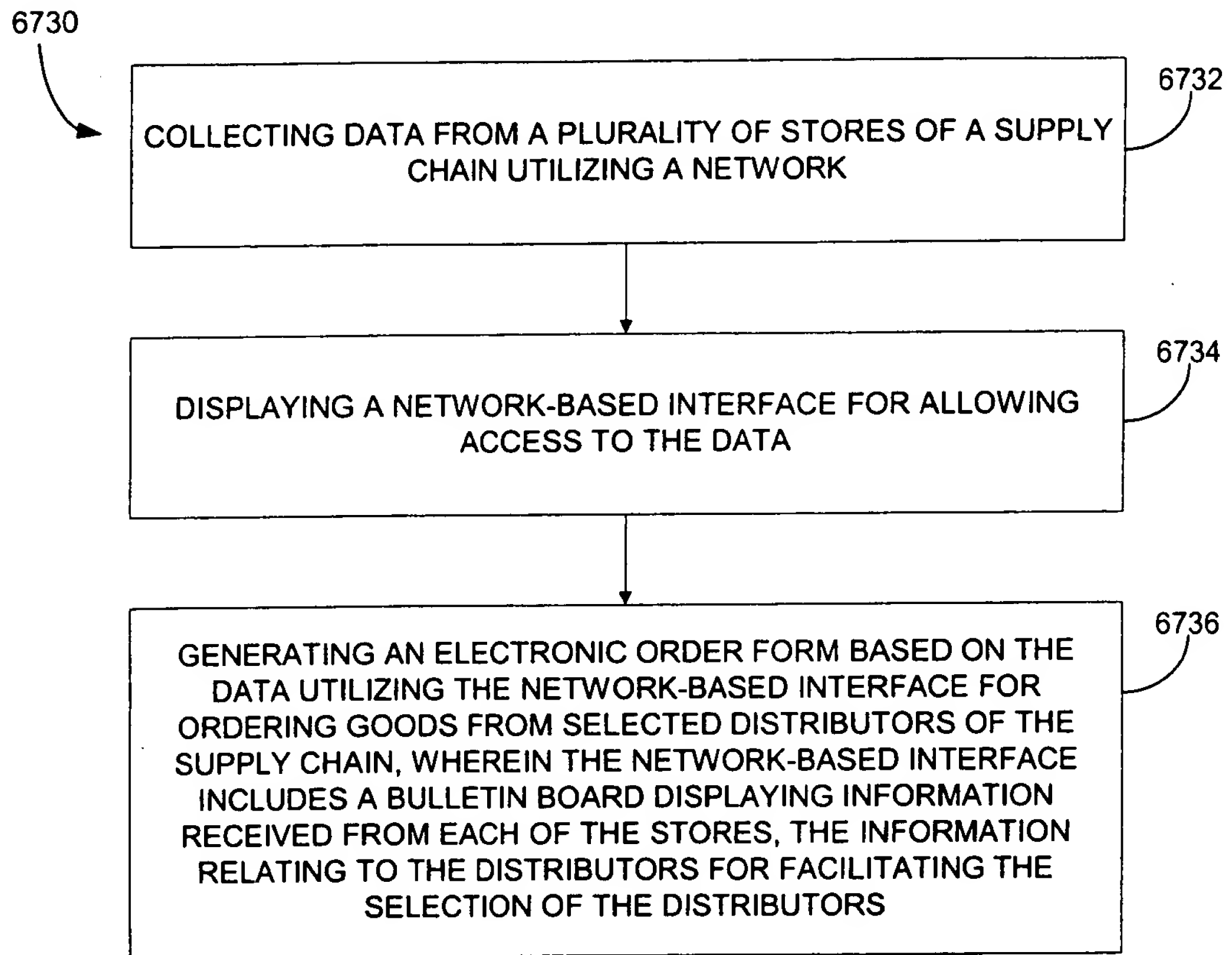


FIG. 67

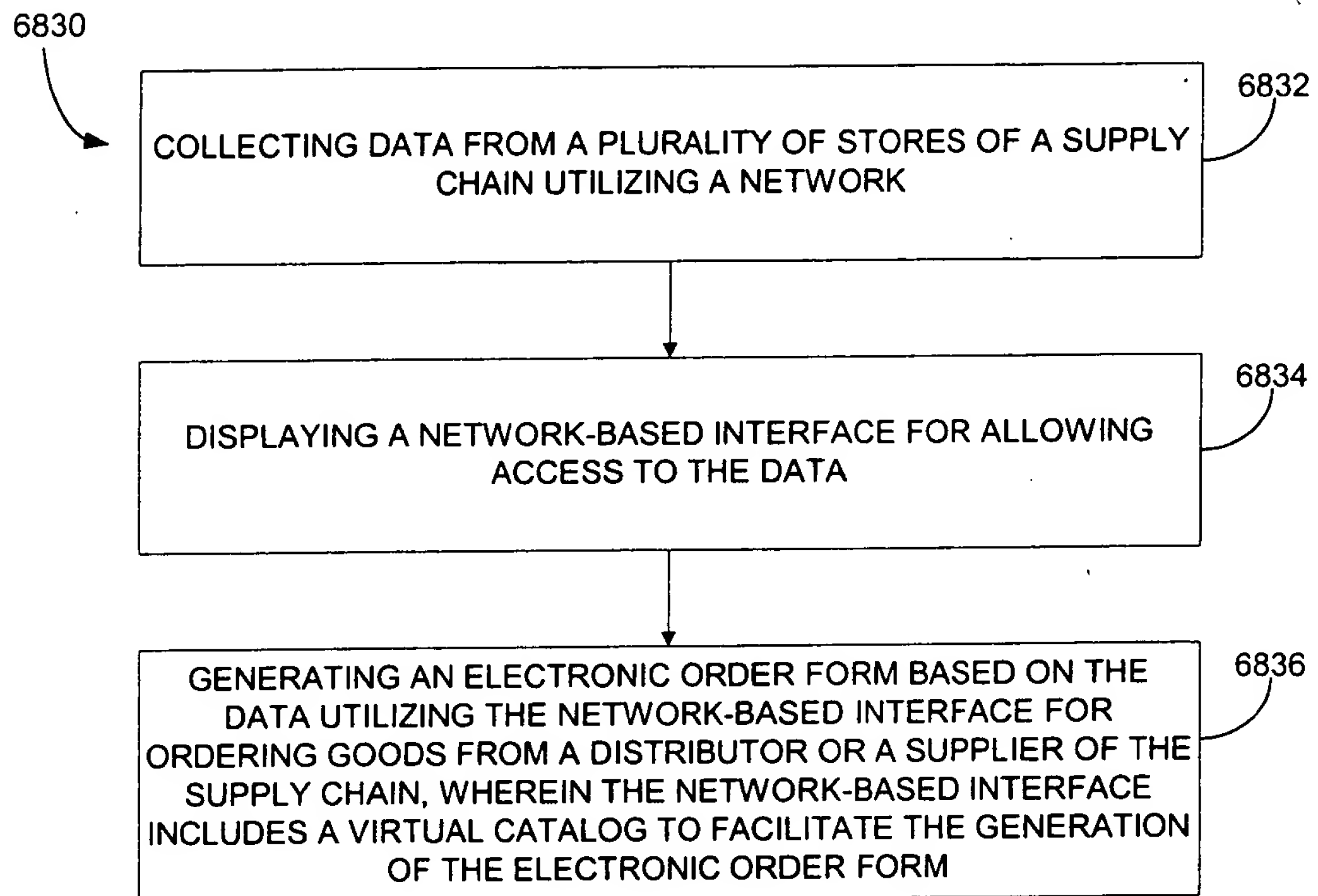


FIG. 68

4-00 500 4-00 500 4-00 500 4-00 500

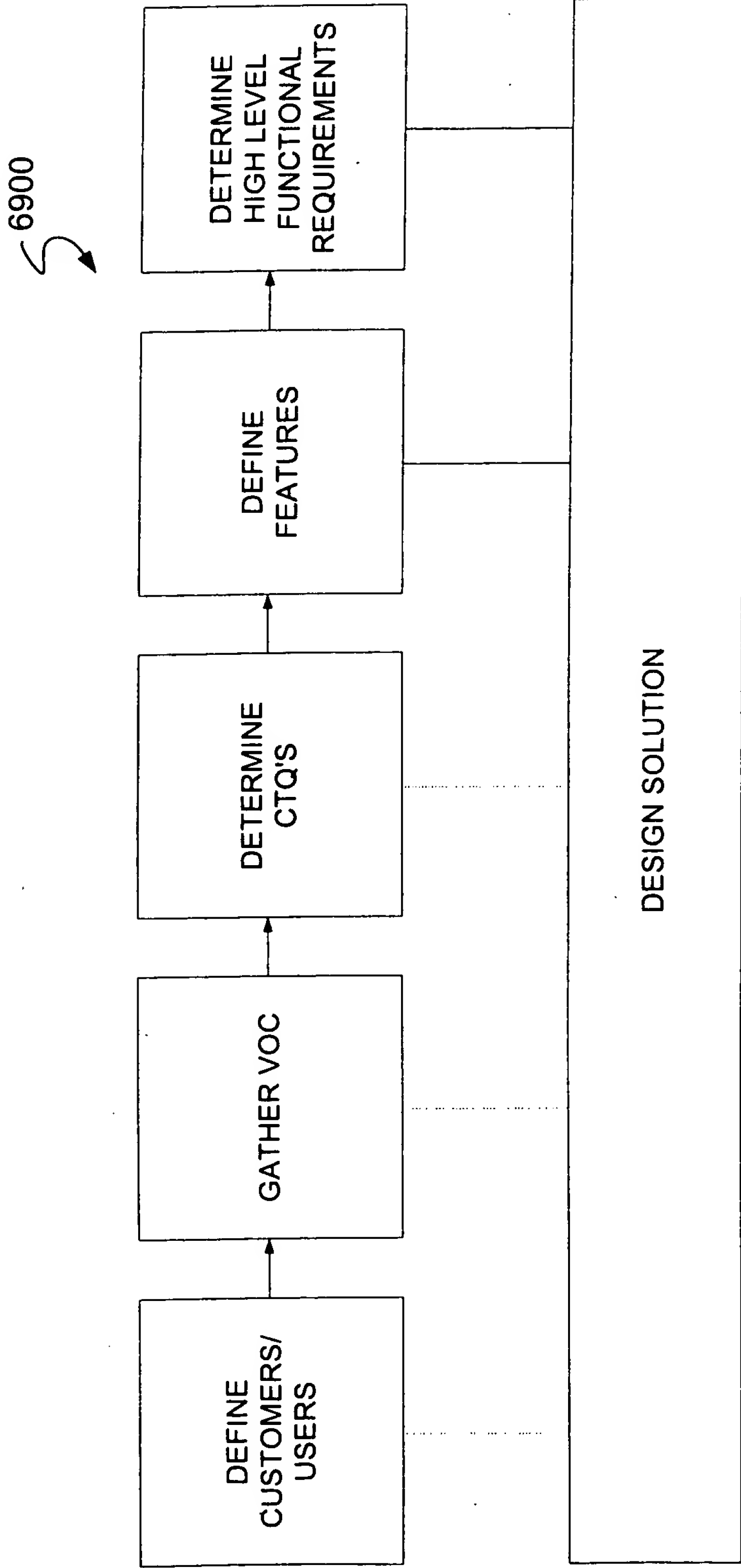


FIG. 69



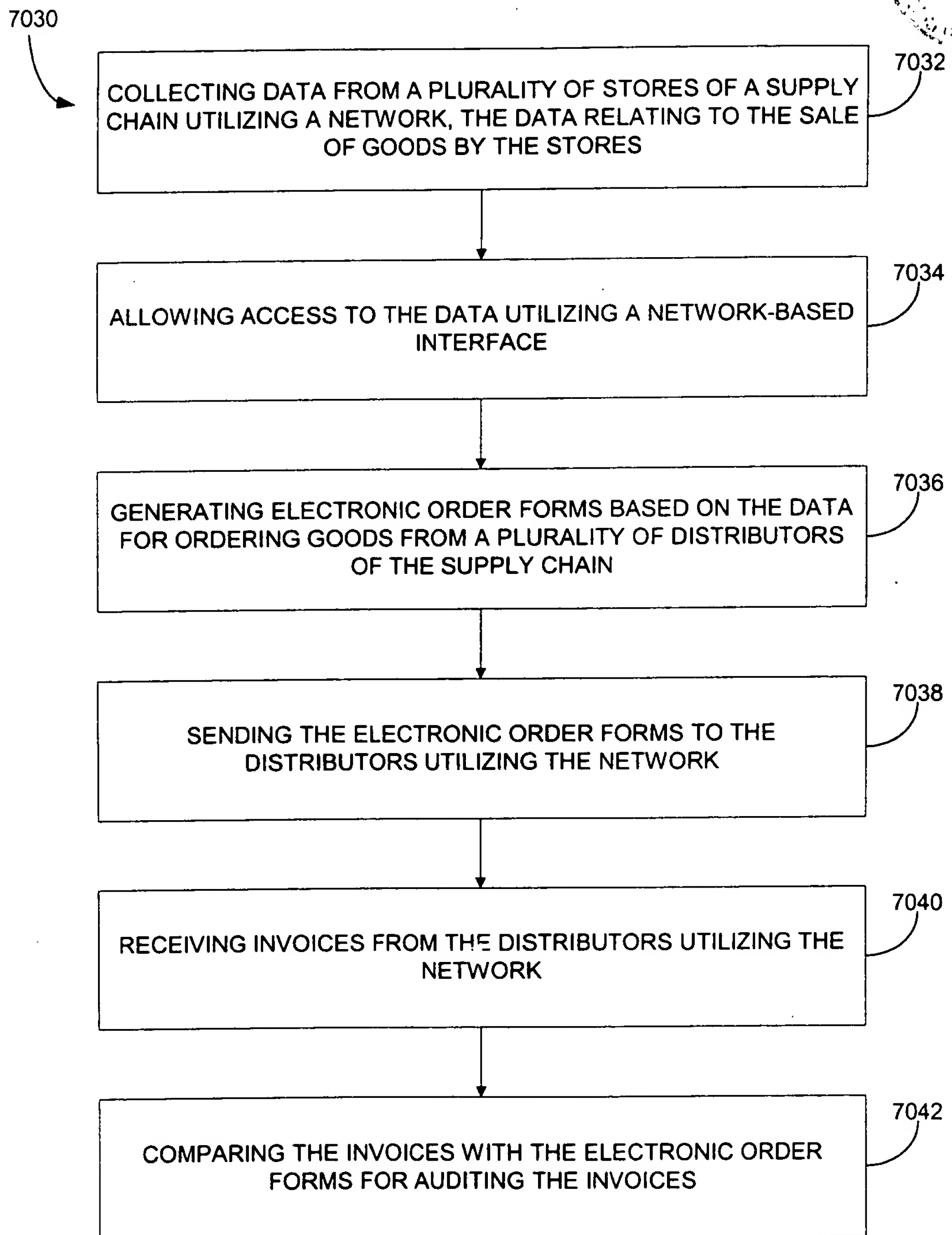


FIG. 70

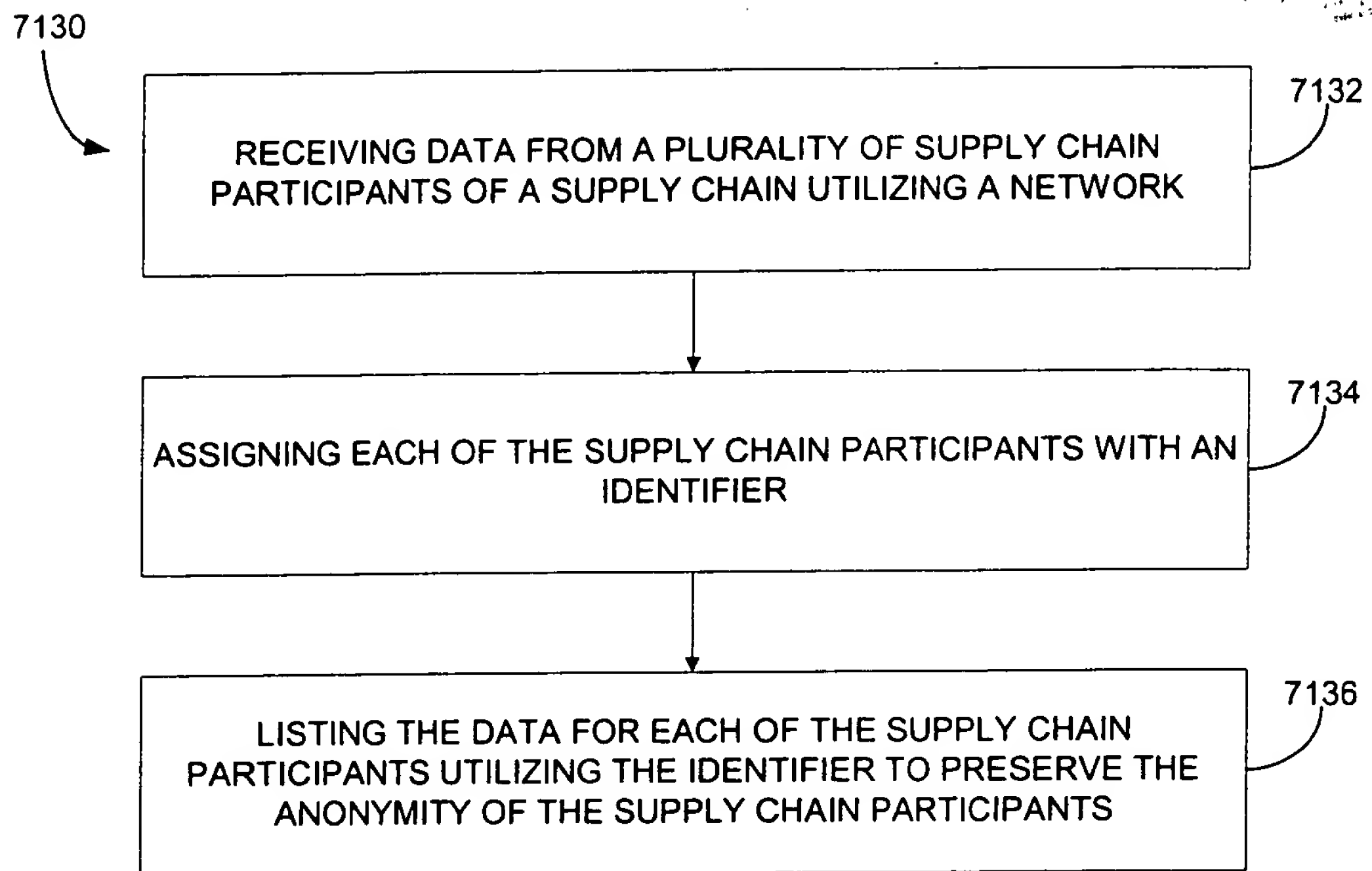


FIG. 71

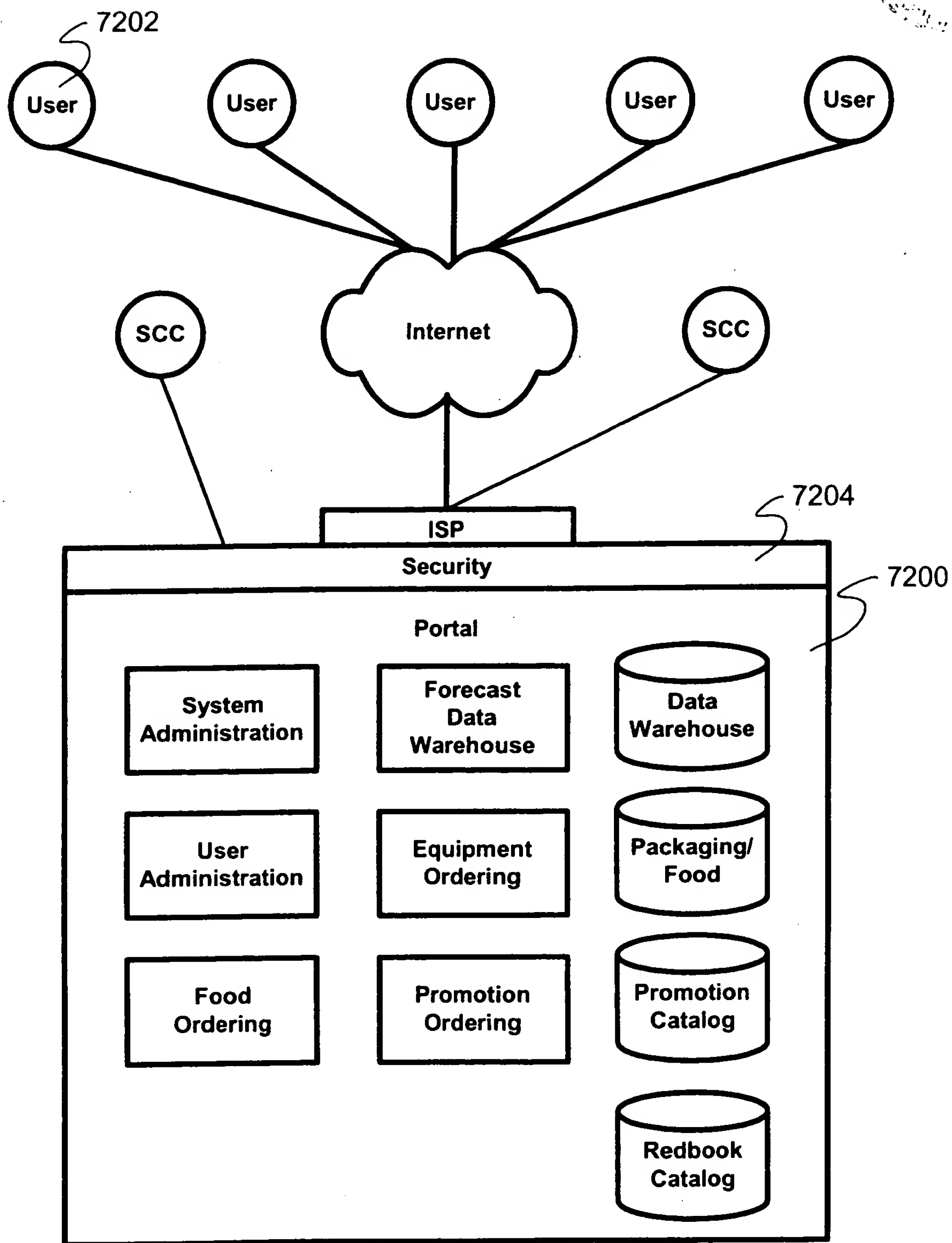


FIG. 72

FIG. 73

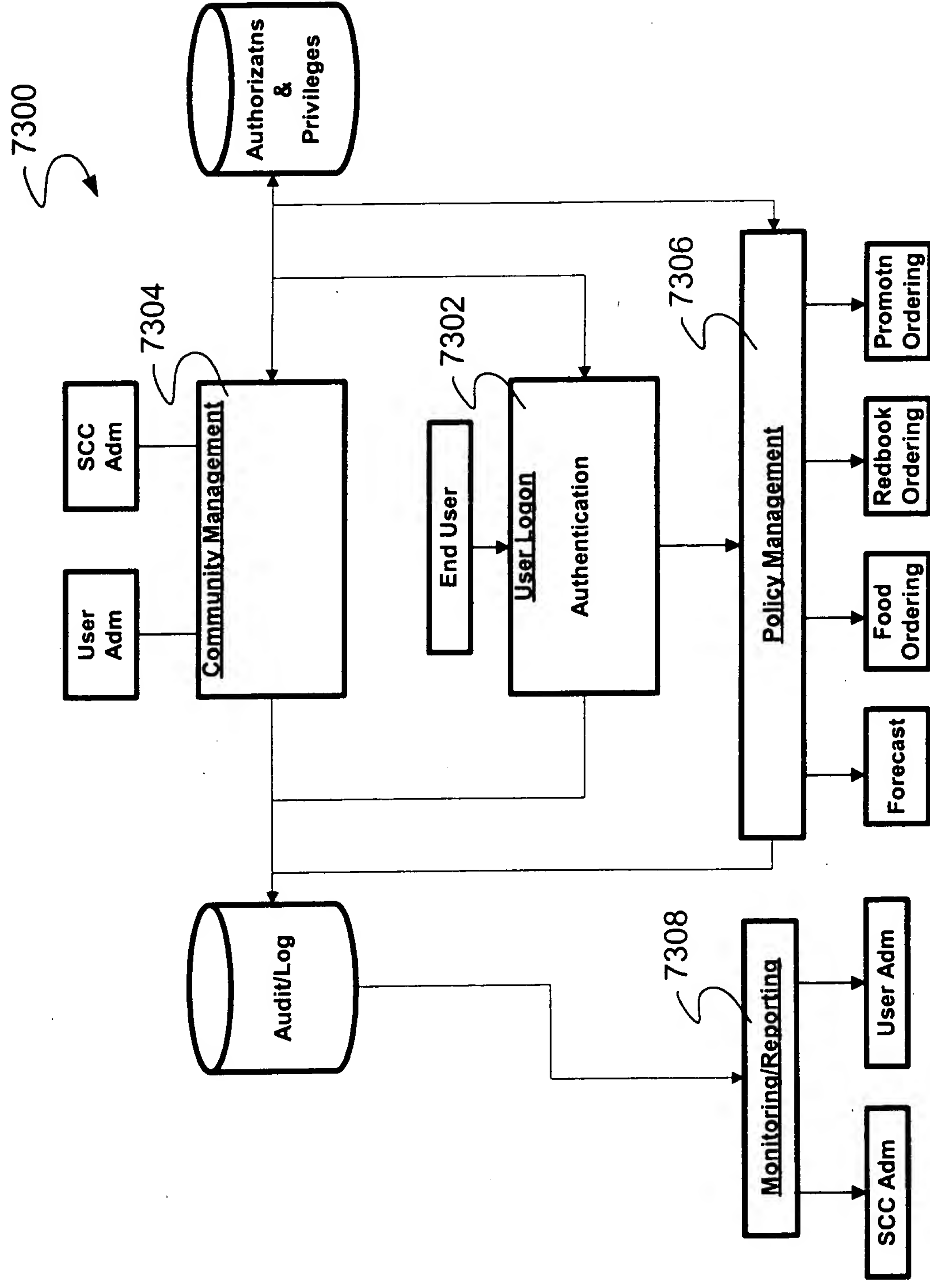


FIG. 73

FIG. 74

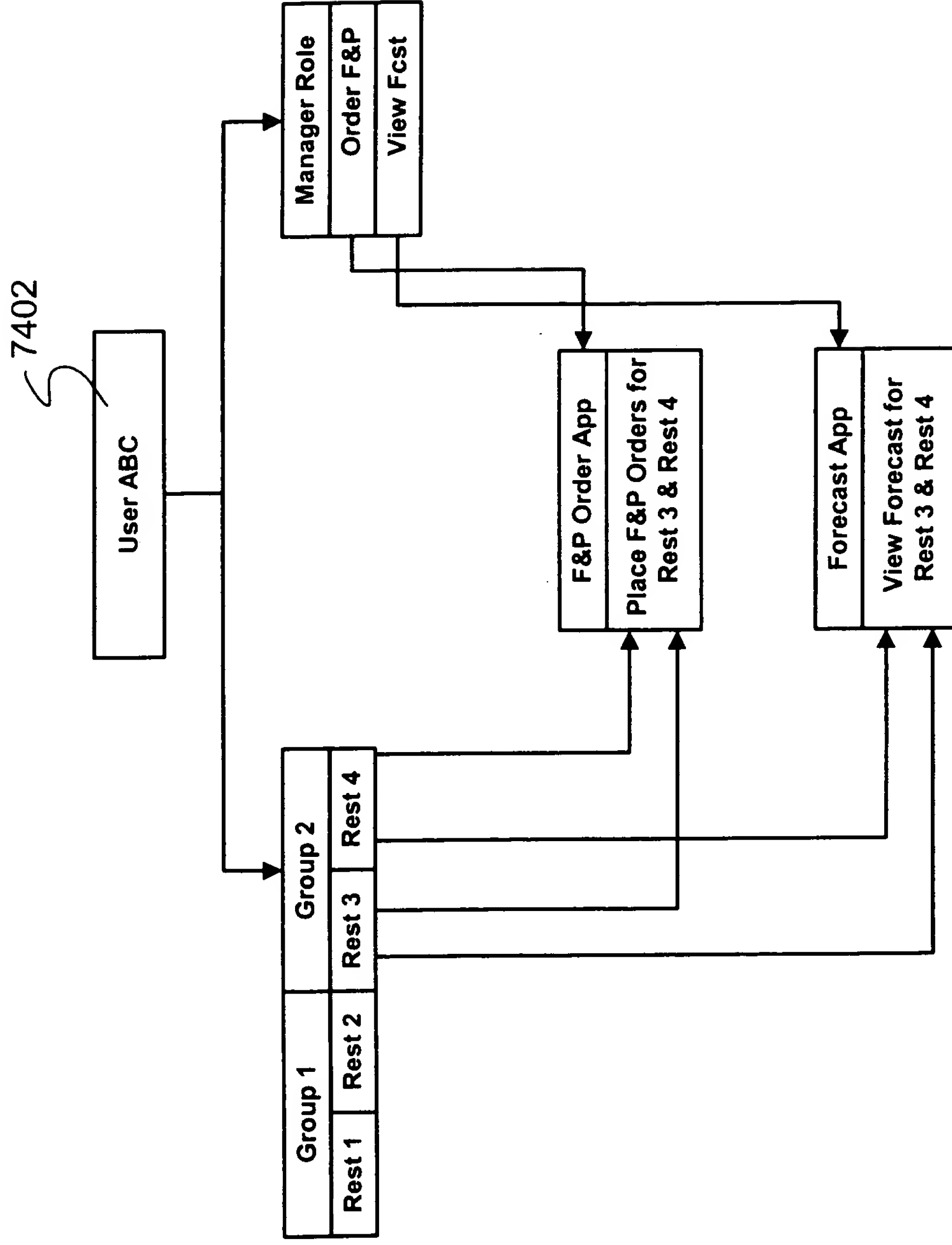


FIG. 74

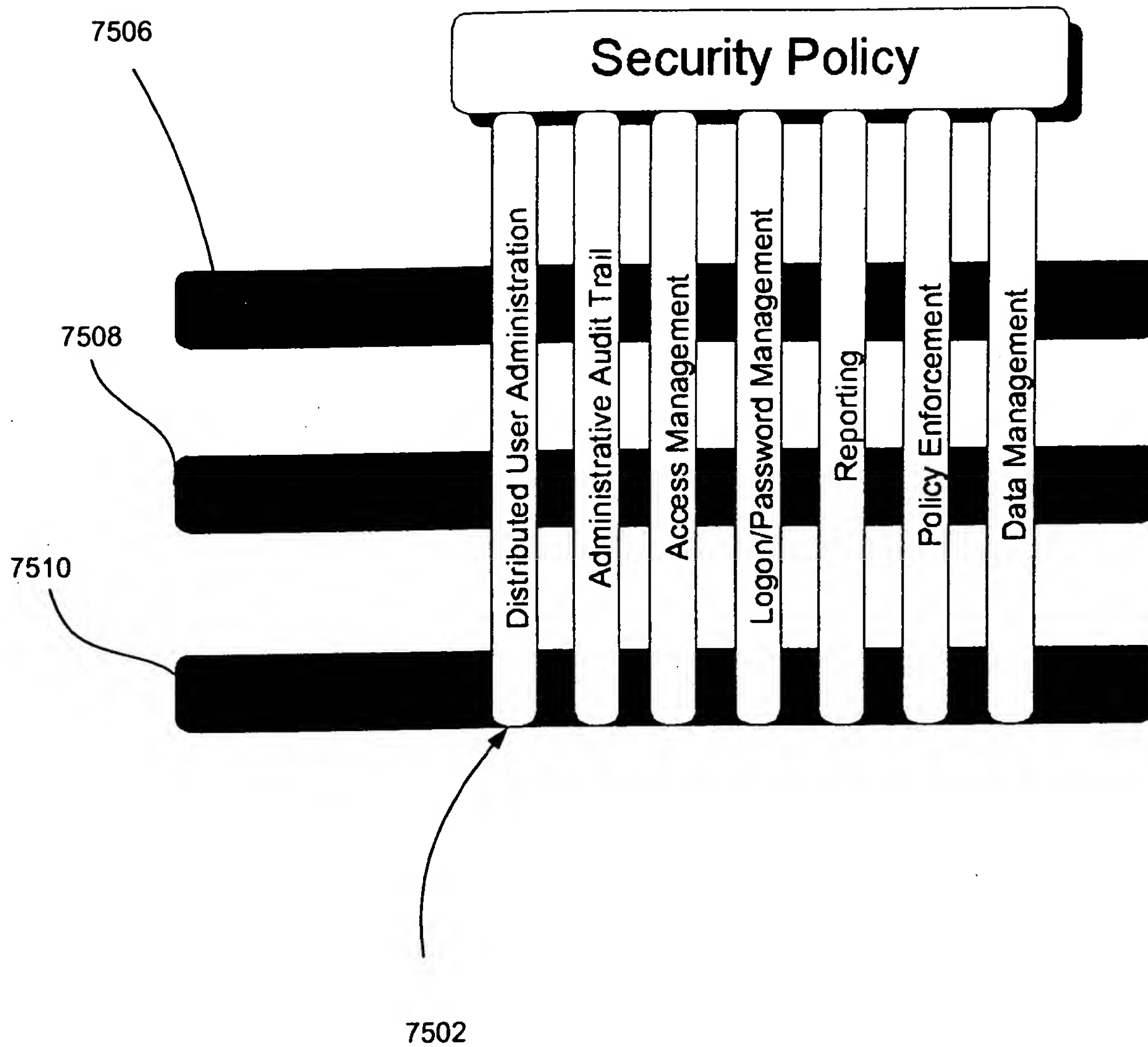


Fig. 75

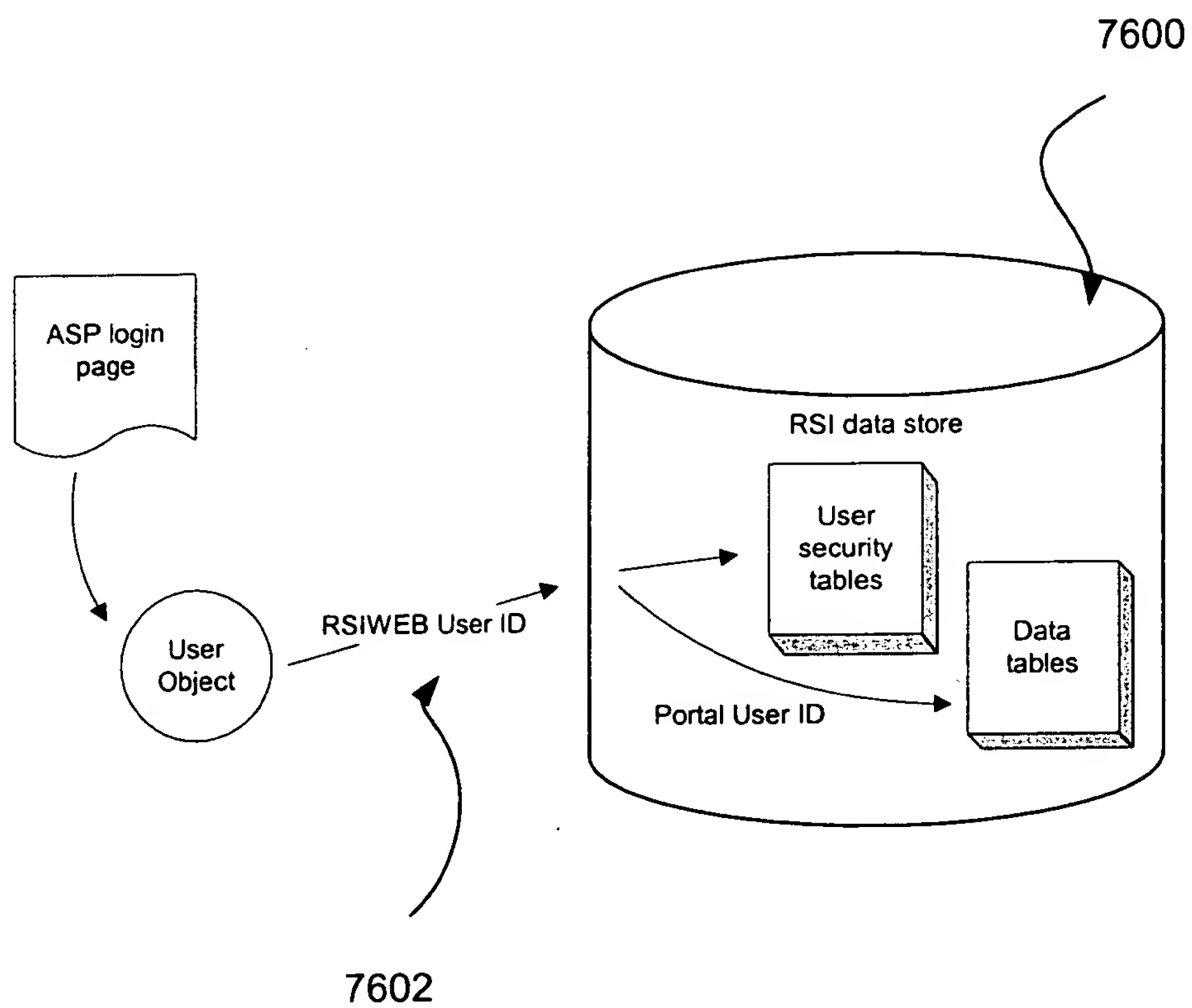


Fig. 76

11-03-03 11:03:03

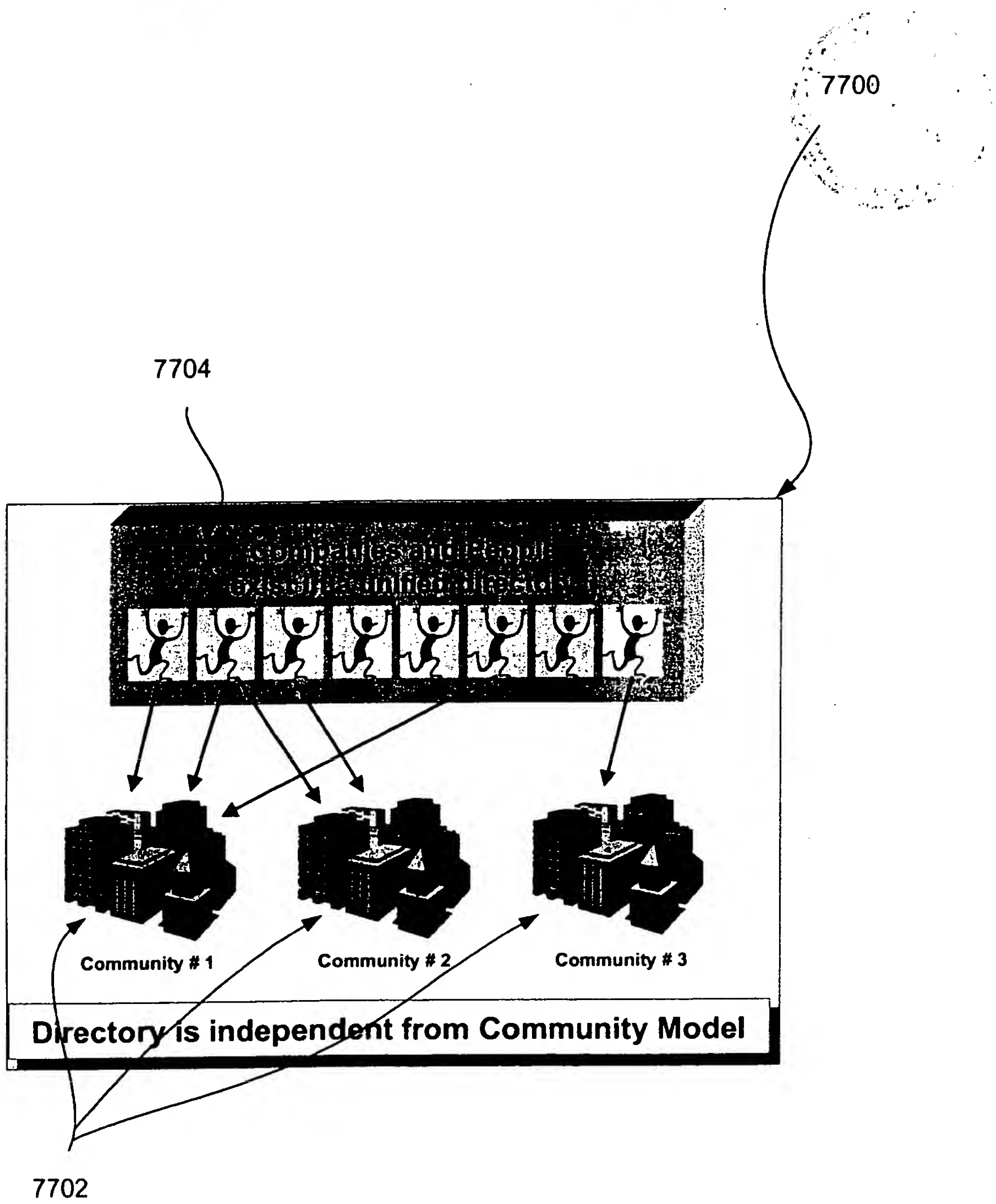


Fig. 77

7800

7802

7804

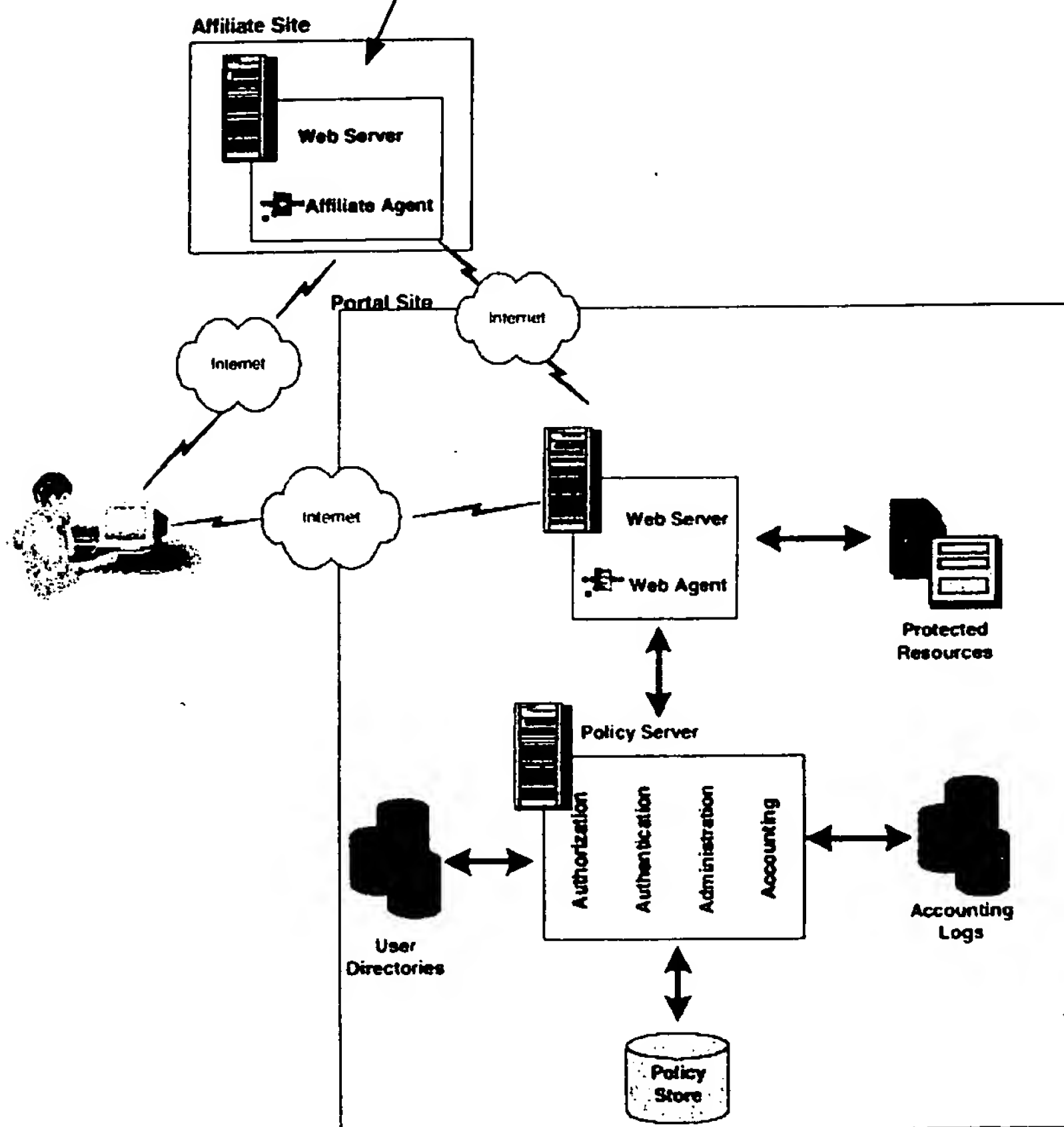


Fig. 78

7900

7902

Policy-Based Web Security Model

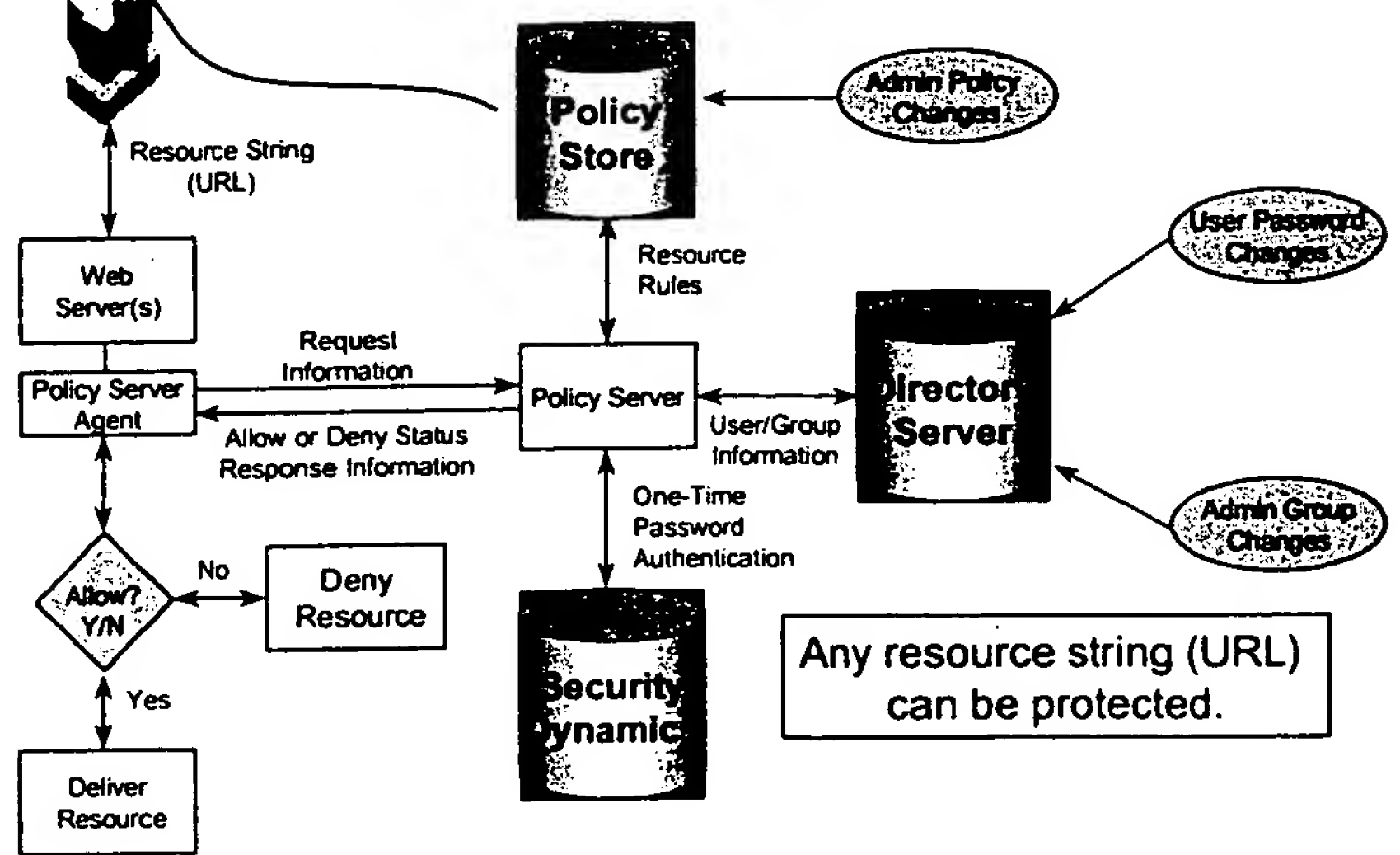


Fig. 79

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

COMPARING THE IDENTIFIER AGAINST THE LIST

8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF
THE IDENTIFIER AGAINST THE LIST

8042

FIG. 80

FIG. 81

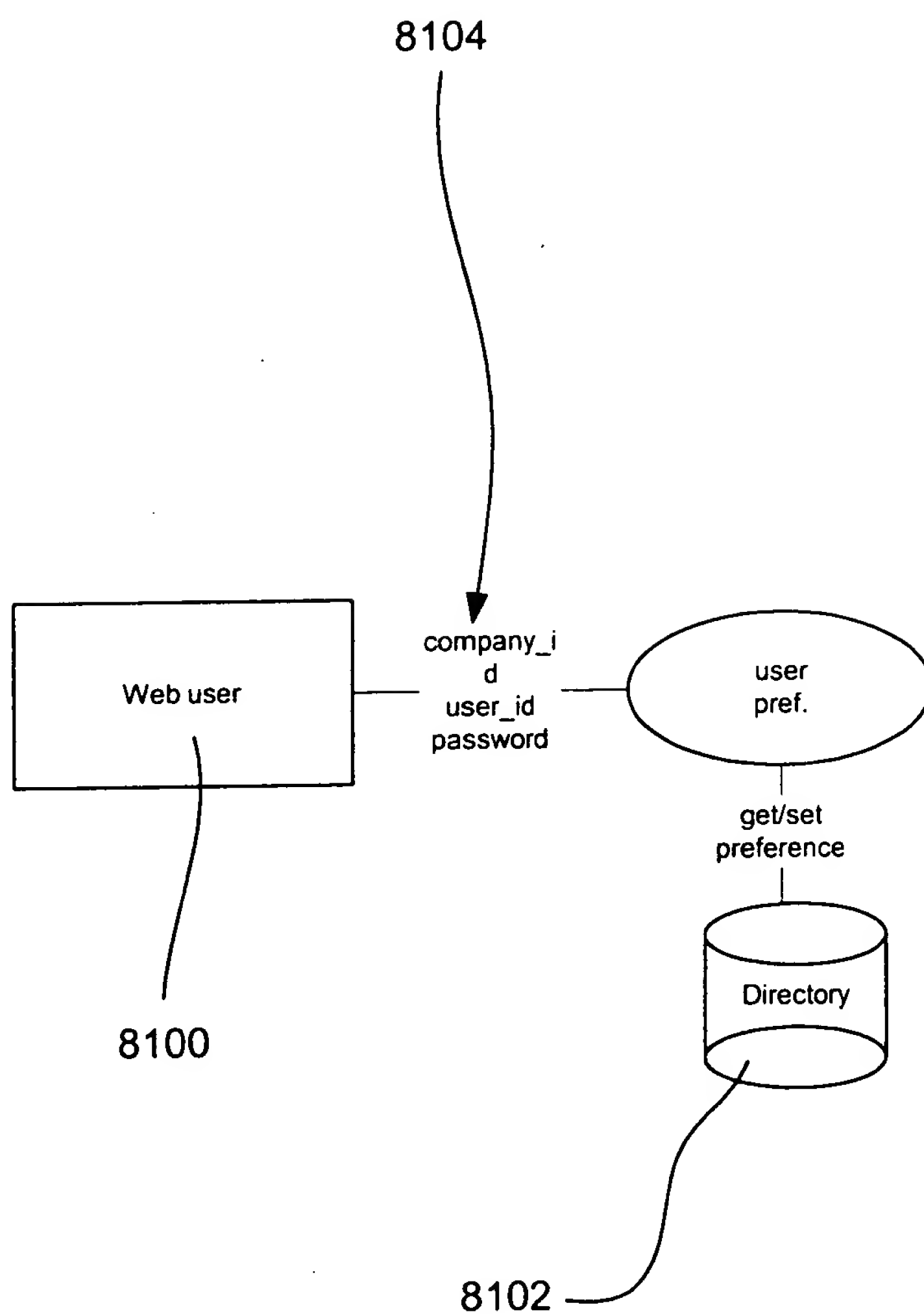


Fig. 81

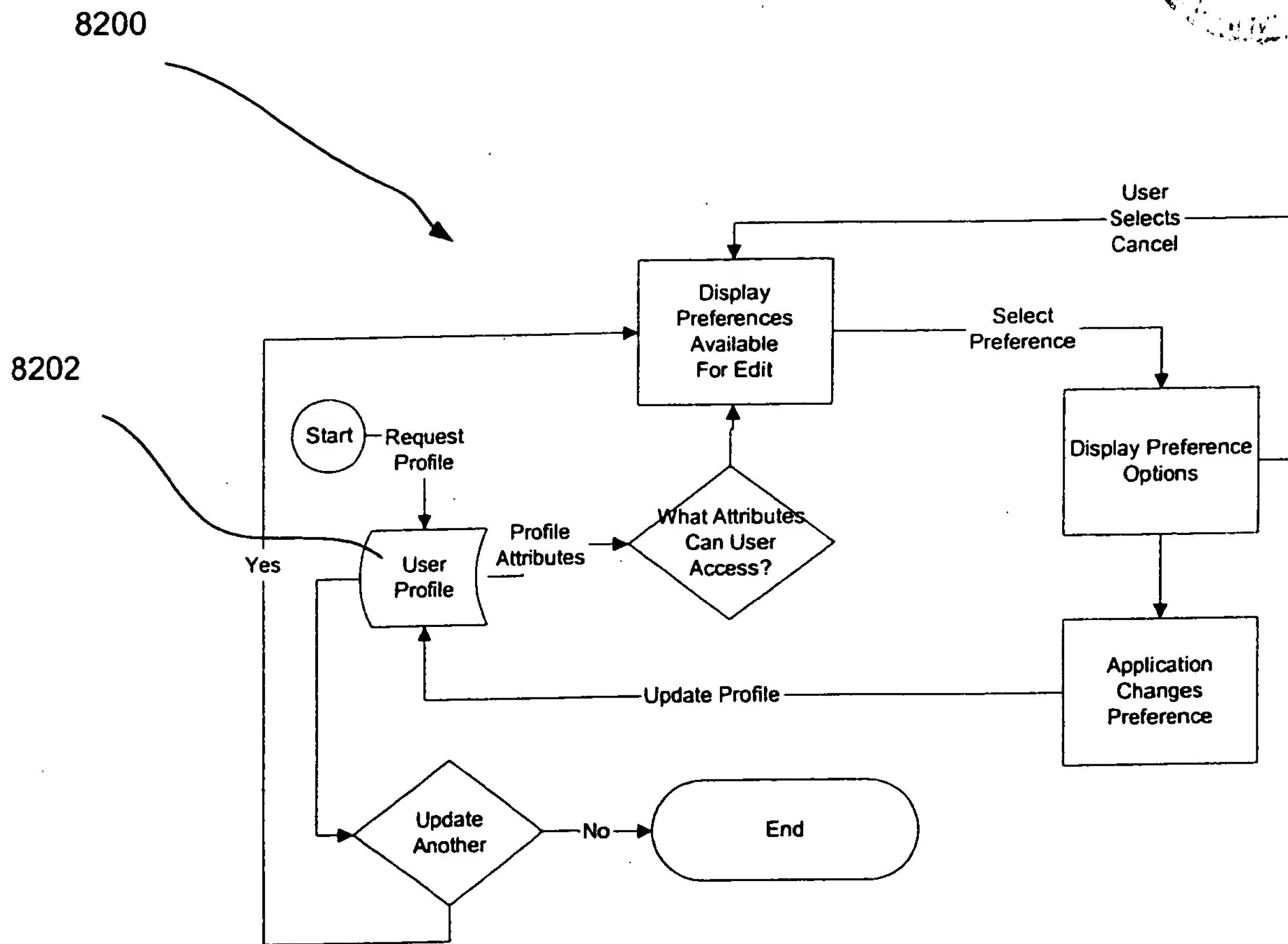


Fig. 82

FIG. 83

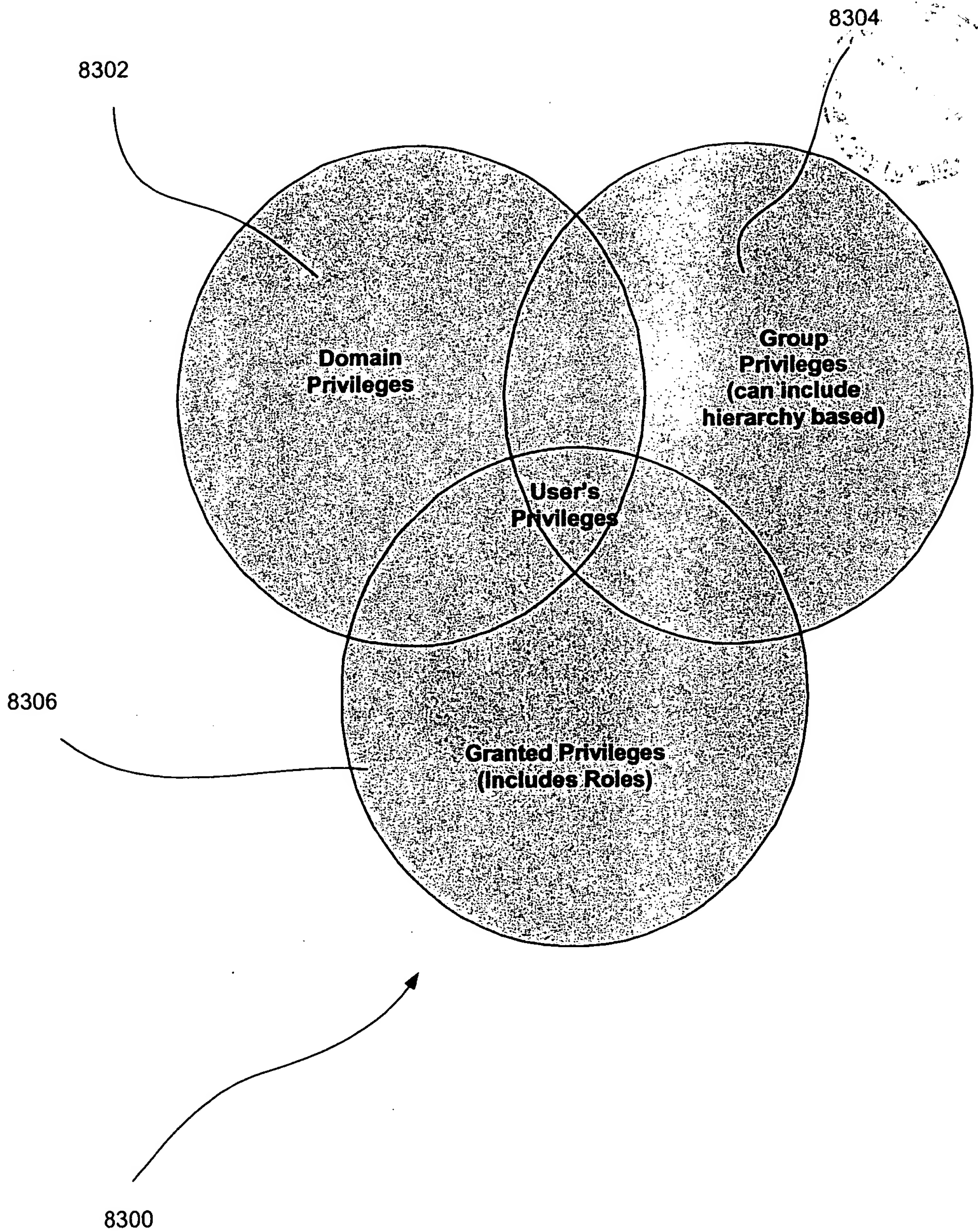


Fig. 83

FIG. 84

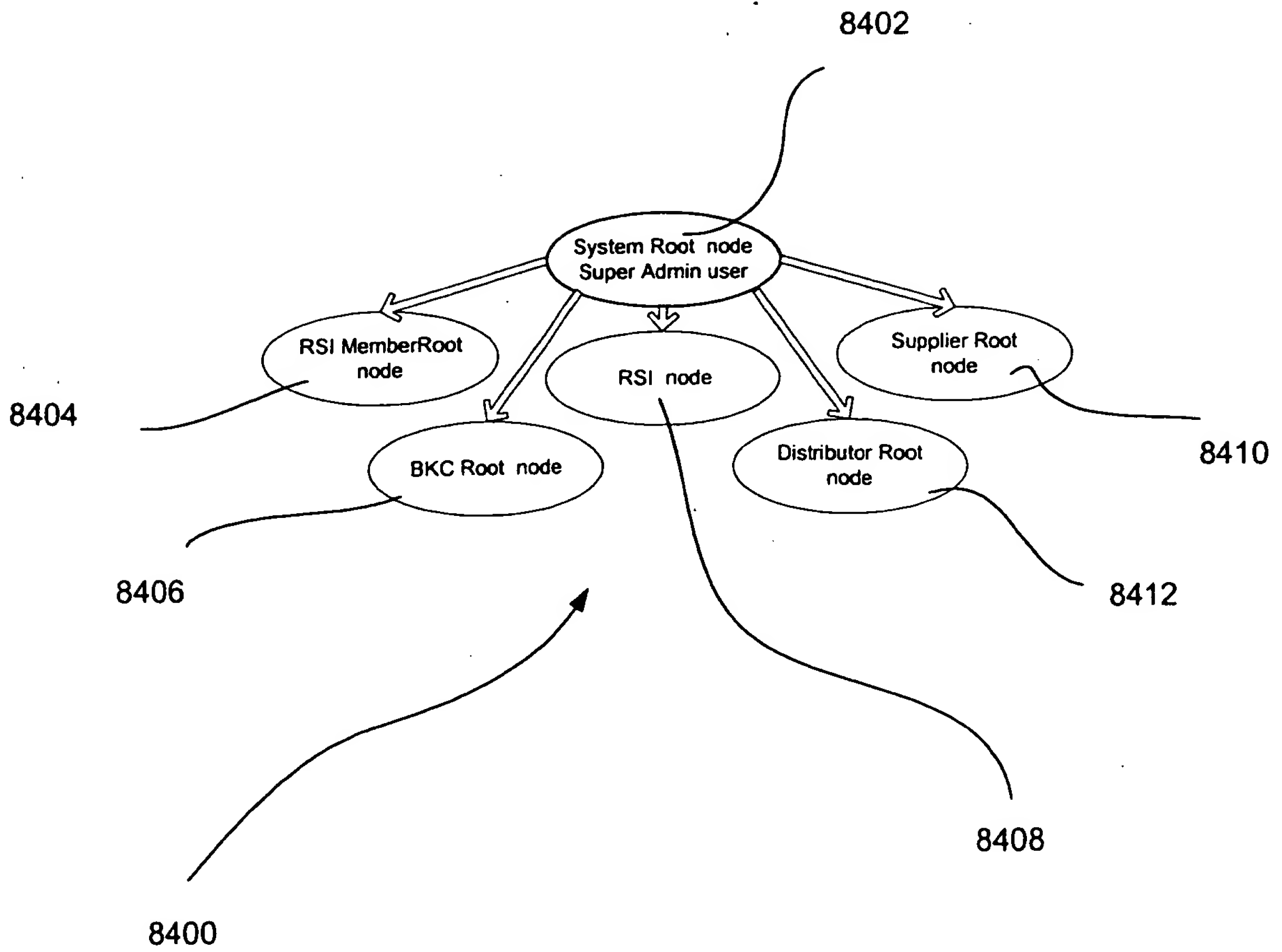


Fig. 84

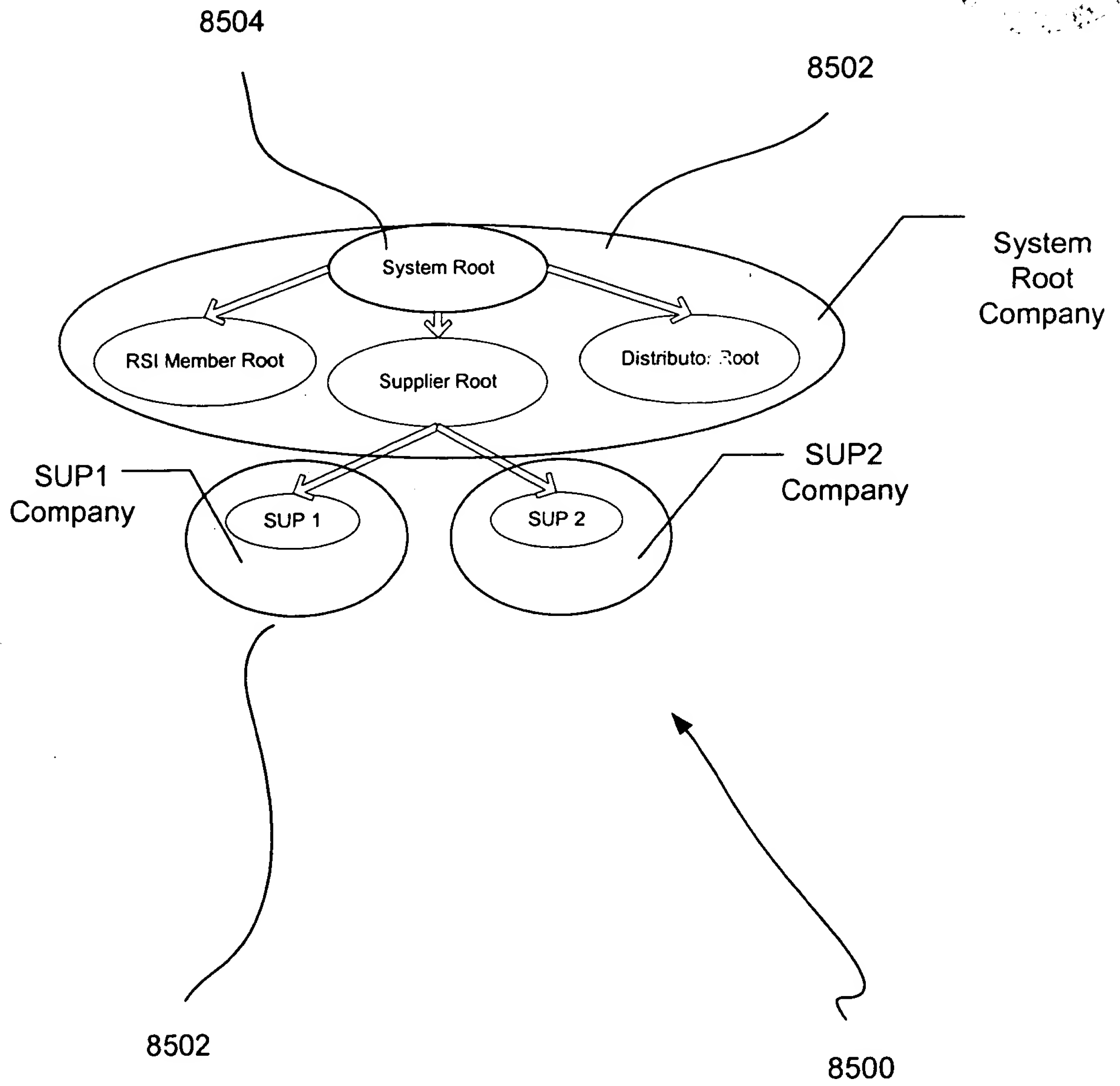


Fig. 85

8600

8602

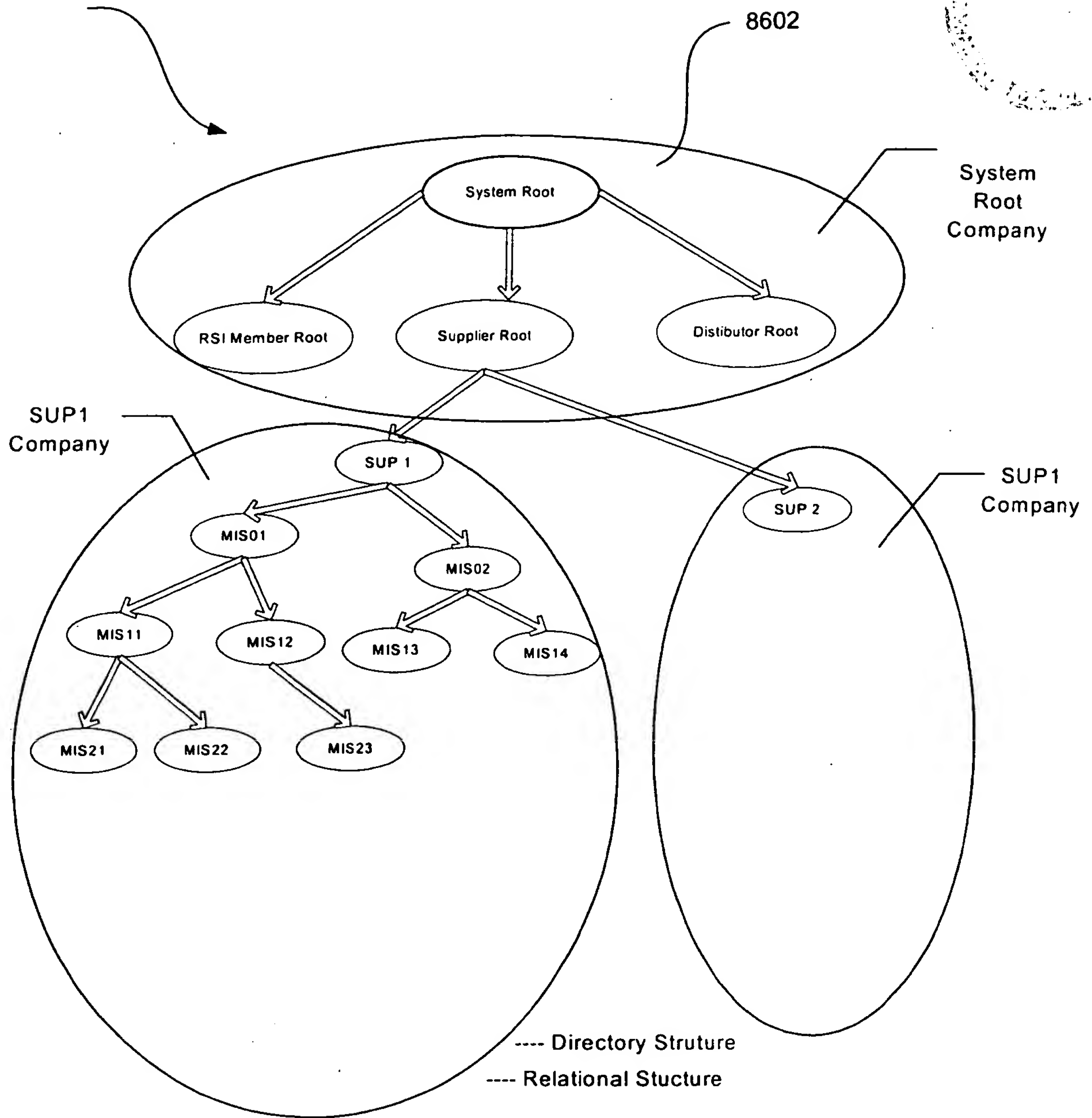


Fig. 86

8700

Group Hierarchy Management: Data Flow

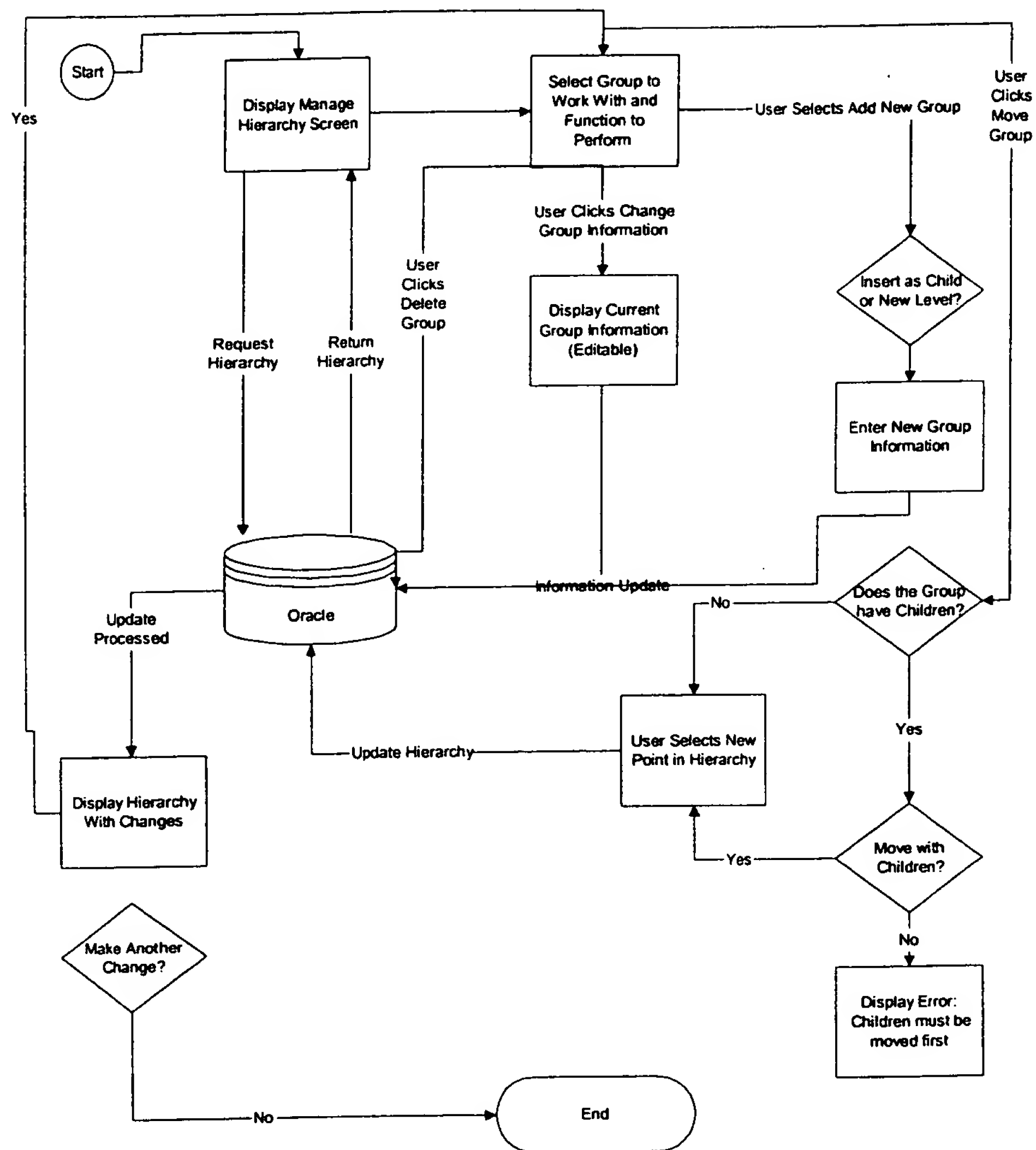


Fig. 87

8800

8804

8802

8800

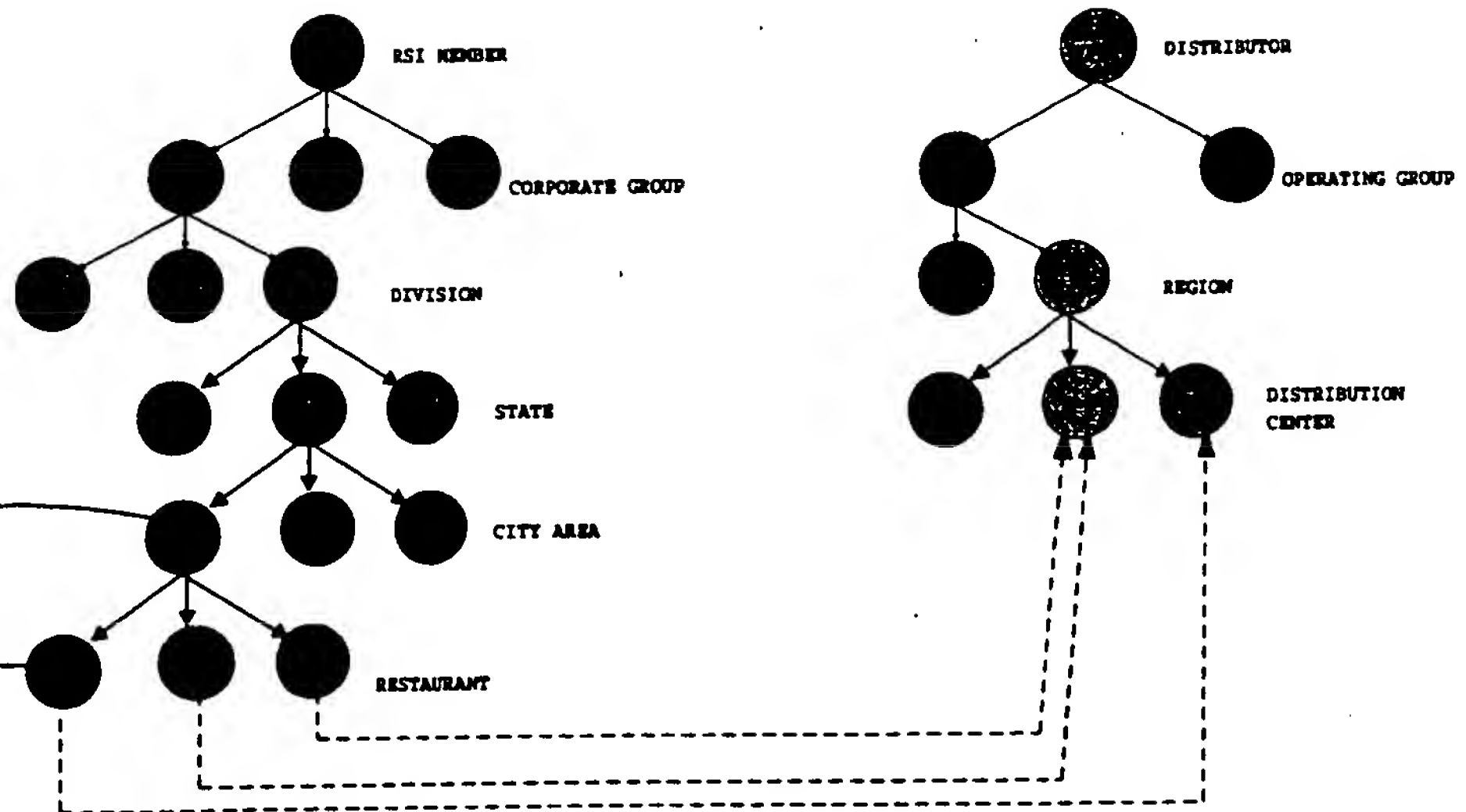
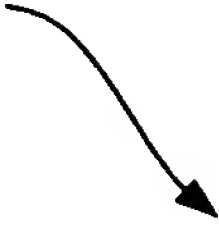


Fig. 88

8902



1400

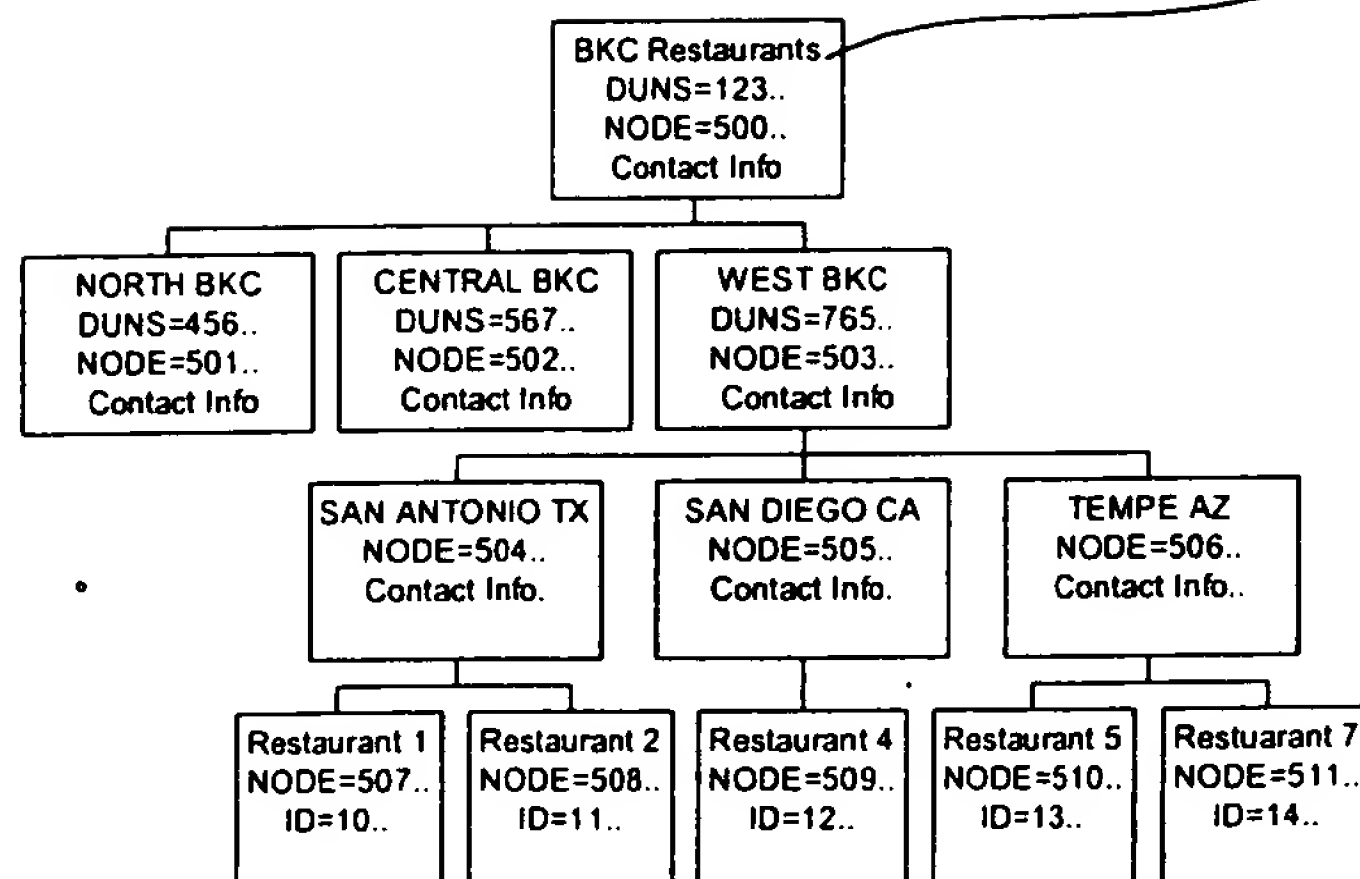
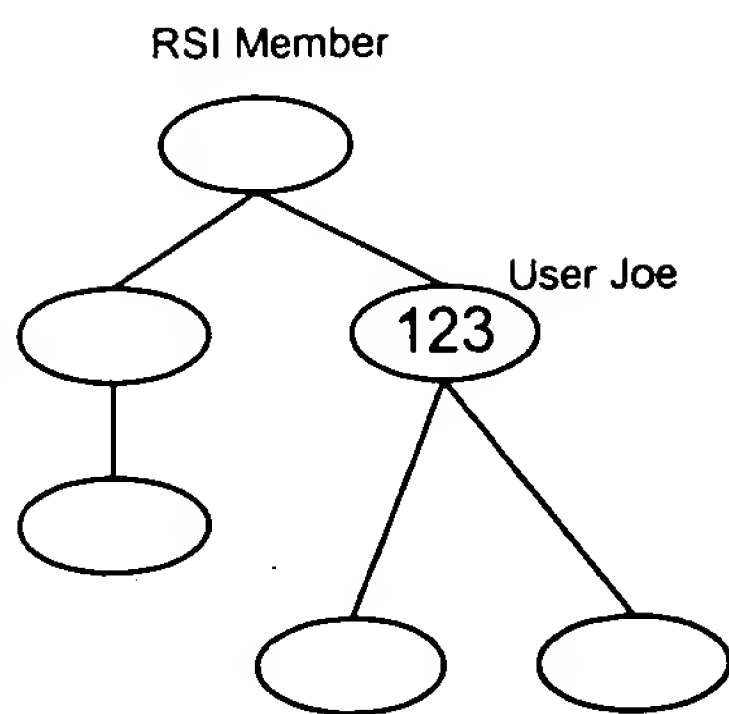


Fig. 89

FIG. 90



9000

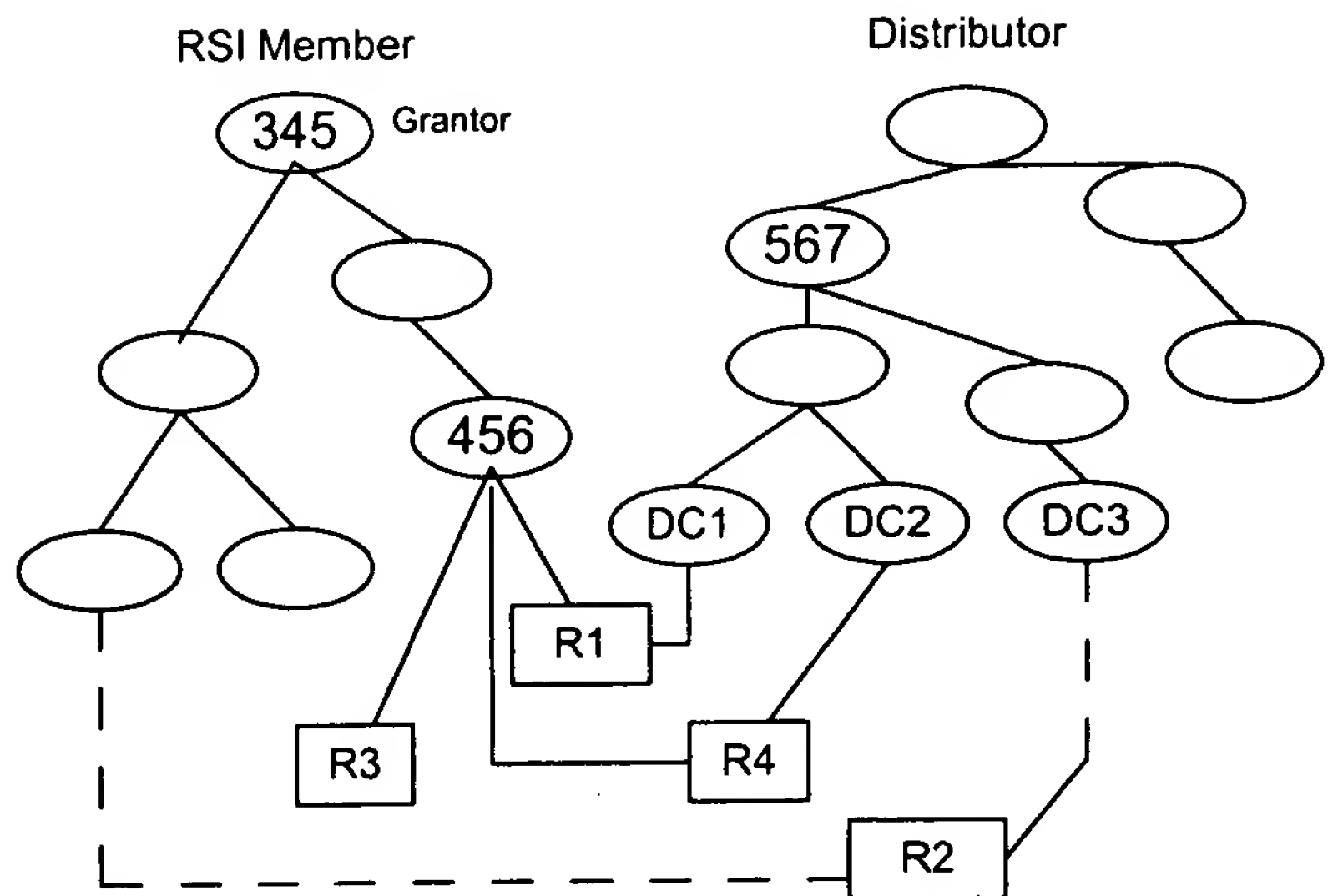


FIG. 90

9100

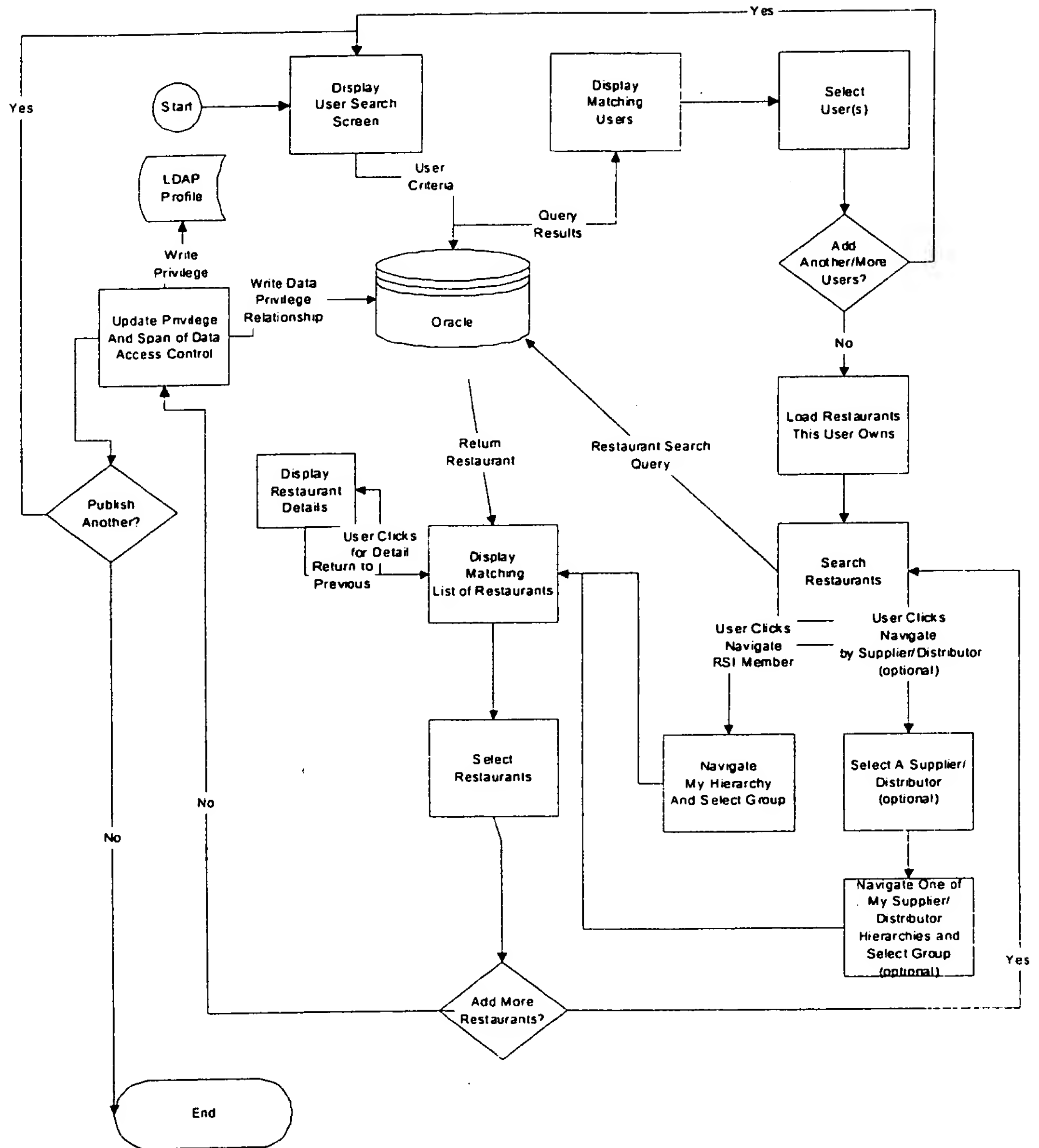


Fig. 91

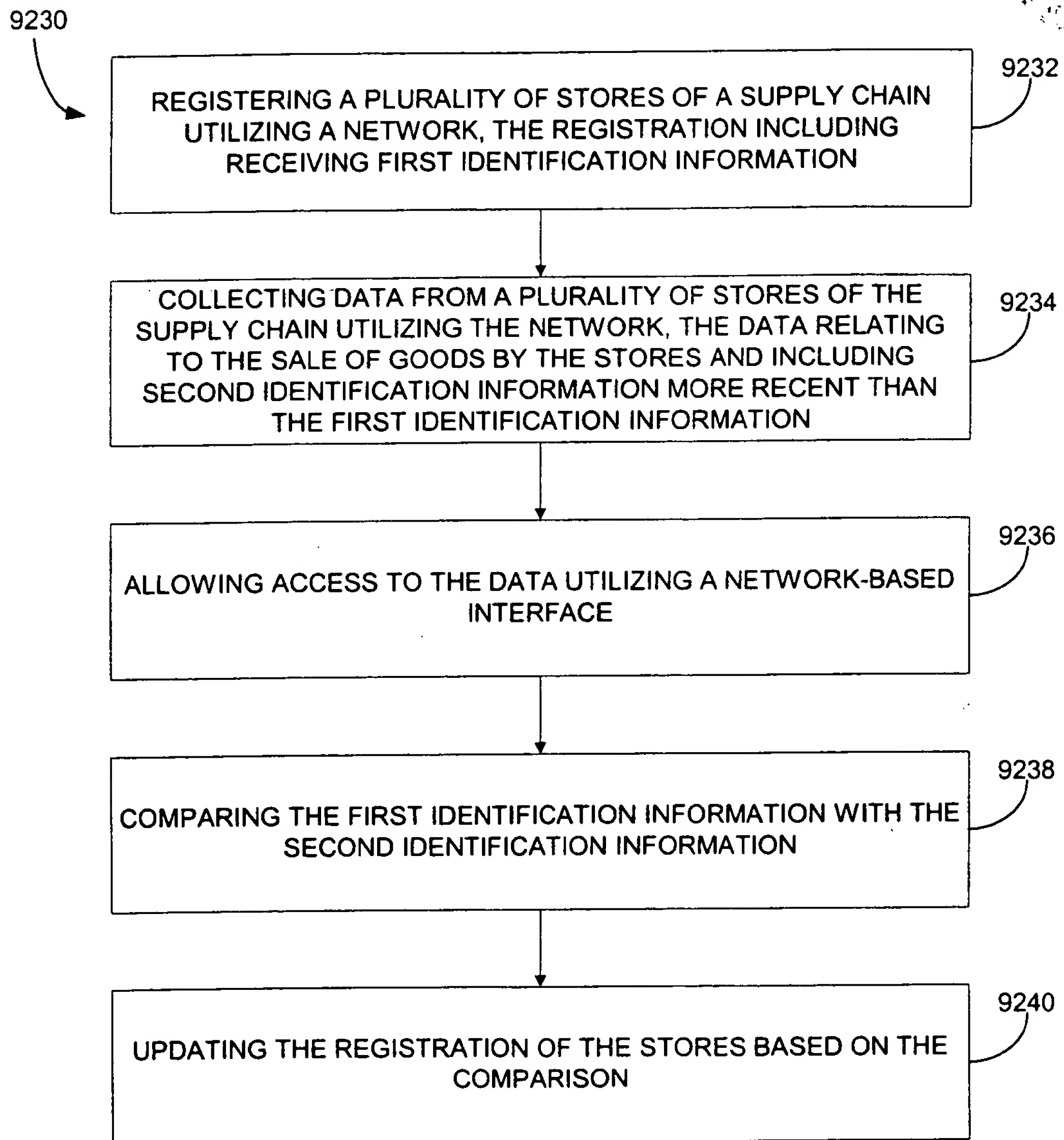


FIG. 92

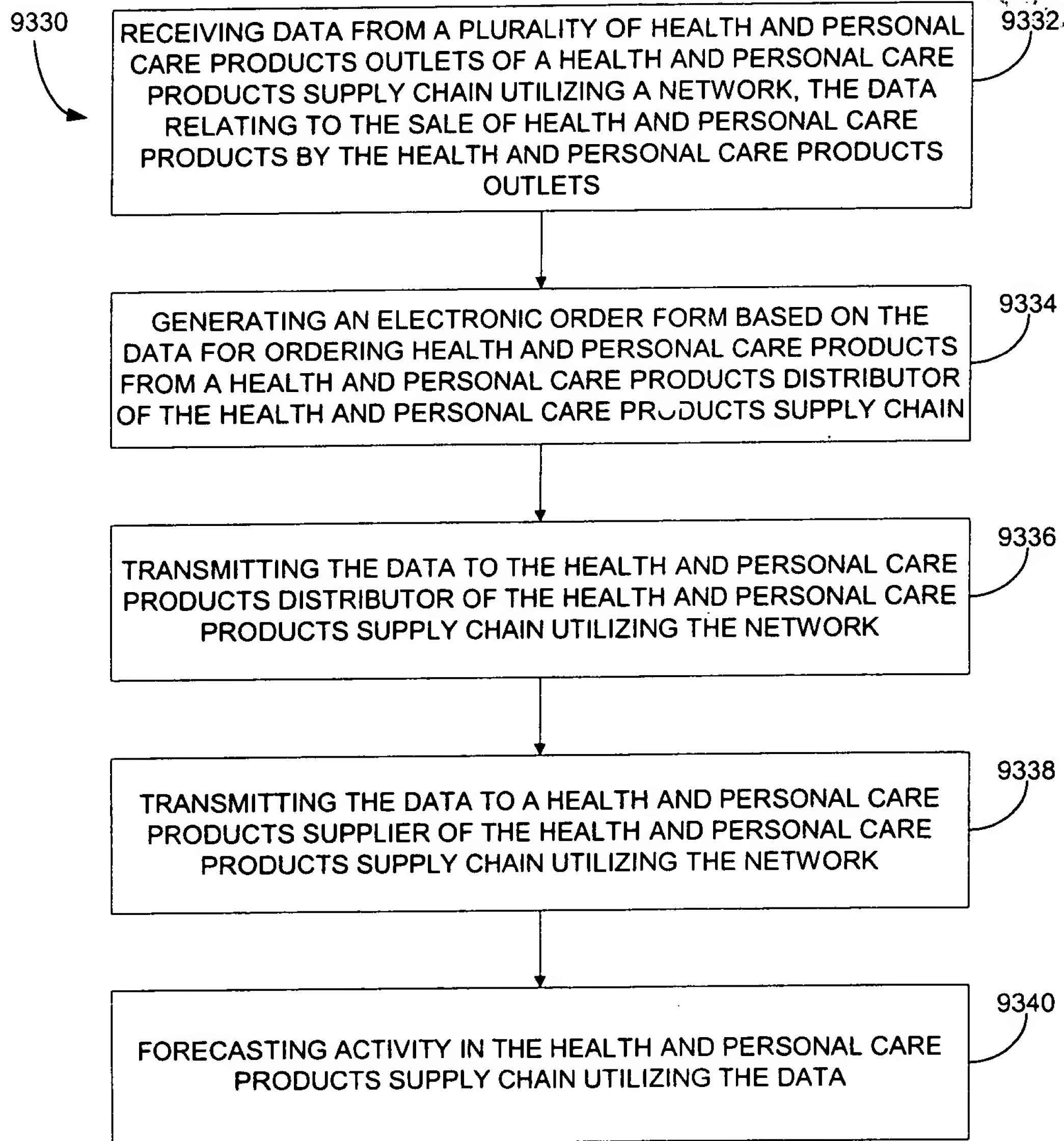


FIG. 93

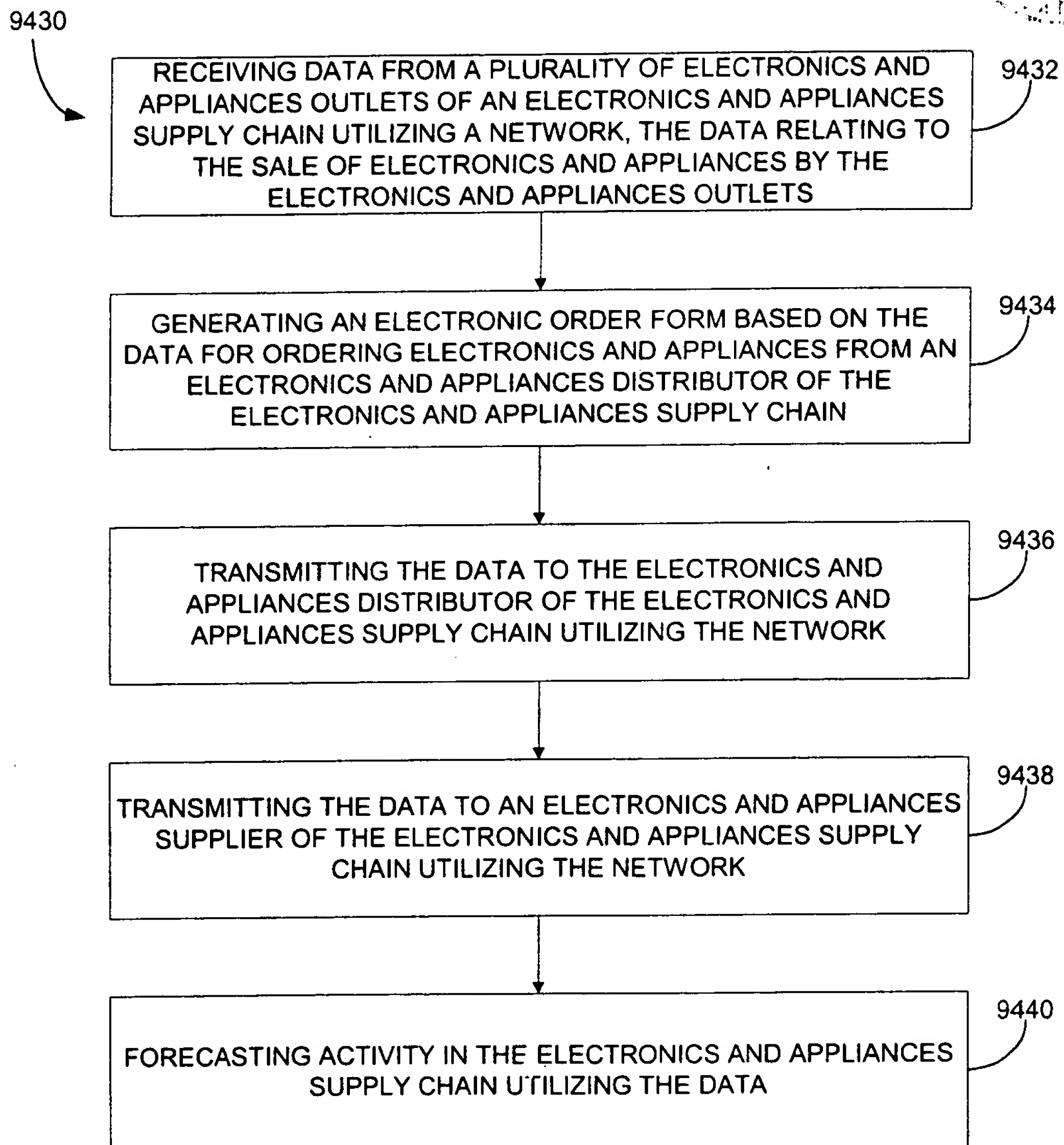


FIG. 94

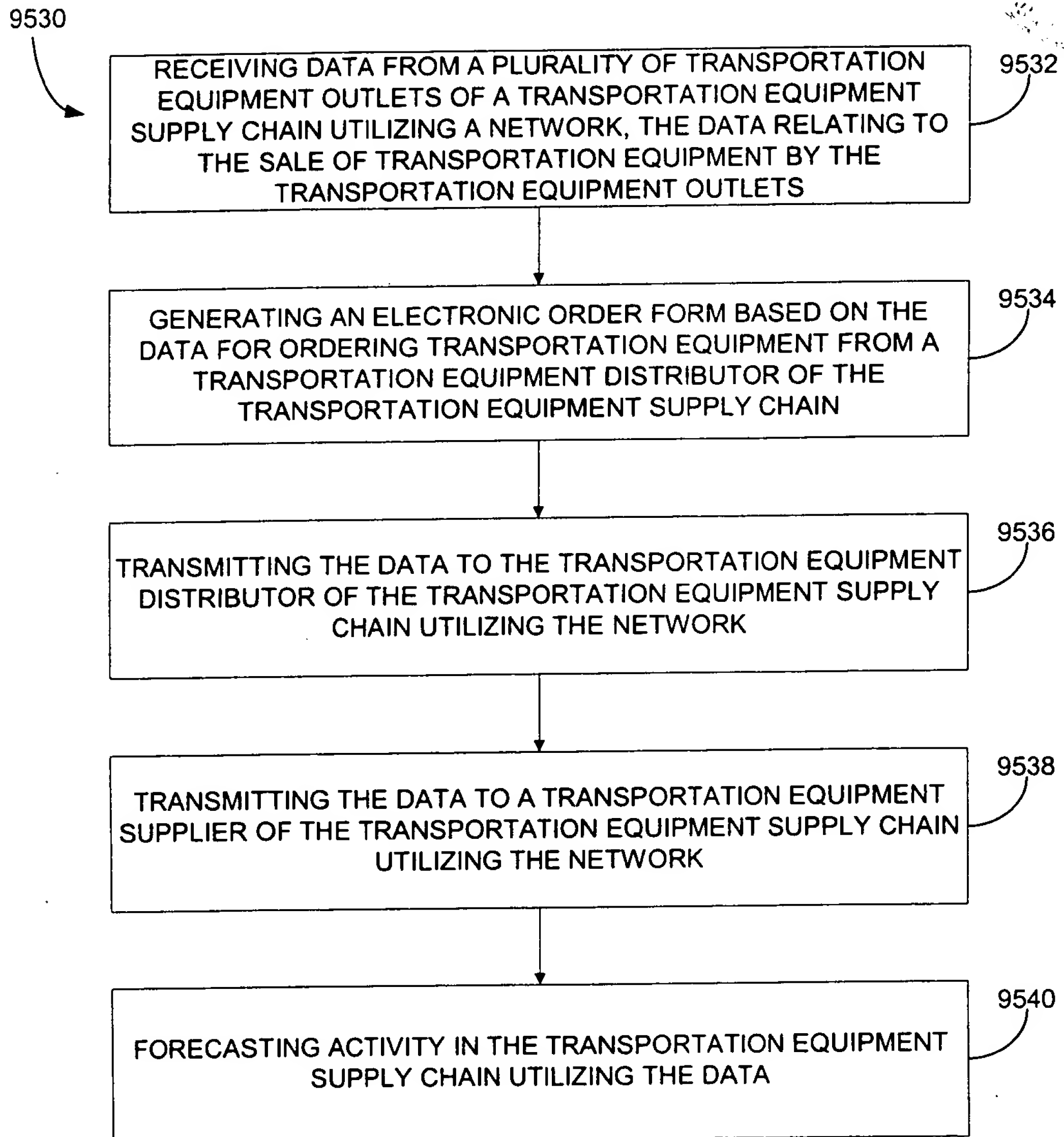


FIG. 95

9630

RECEIVING DATA FROM A PLURALITY OF HOME PRODUCT
OUTLETS OF A HOME PRODUCT SUPPLY CHAIN UTILIZING A
NETWORK, THE DATA RELATING TO THE SALE OF HOME
PRODUCTS BY THE HOME PRODUCT OUTLETS

9632

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE
DATA FOR ORDERING HOME PRODUCTS FROM A HOME PRODUCT
DISTRIBUTOR OF THE HOME PRODUCT SUPPLY CHAIN

9634

TRANSMITTING THE DATA TO THE HOME PRODUCT DISTRIBUTOR
OF THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE
NETWORK

9636

TRANSMITTING THE DATA TO A HOME PRODUCT SUPPLIER OF
THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

9638

FORECASTING ACTIVITY IN THE HOME PRODUCT SUPPLY CHAIN
UTILIZING THE DATA

9640

FIG. 96

9730

RECEIVING DATA FROM A PLURALITY OF FOOD AND BEVERAGE OUTLETS OF A FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF FOOD AND BEVERAGES BY THE FOOD AND BEVERAGE OUTLETS

9732

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING FOOD AND BEVERAGES FROM A FOOD AND BEVERAGE DISTRIBUTOR OF THE FOOD AND BEVERAGE SUPPLY CHAIN

9734

TRANSMITTING THE DATA TO THE FOOD AND BEVERAGE DISTRIBUTOR OF THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE NETWORK

9736

TRANSMITTING THE DATA TO A FOOD AND BEVERAGE SUPPLIER OF THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE NETWORK

9738

FORECASTING ACTIVITY IN THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE DATA

9740

FIG. 97

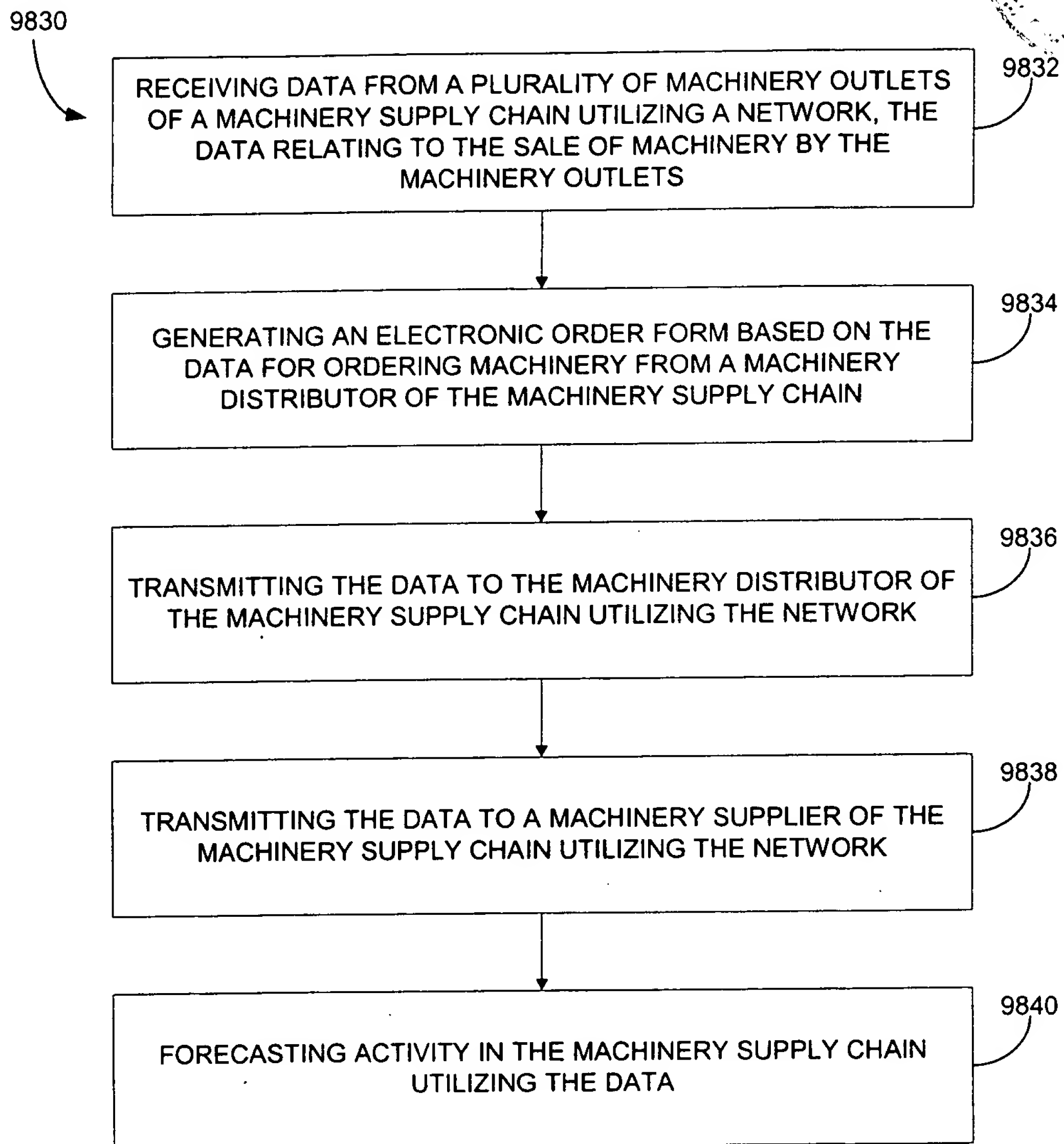


FIG. 98

9930

RECEIVING DATA FROM A PLURALITY OF SPORTING GOODS OUTLETS OF A SPORTING GOODS SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF SPORTING GOODS BY THE SPORTING GOODS OUTLETS

9932

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING SPORTING GOODS FROM A SPORTING GOODS DISTRIBUTOR OF THE SPORTING GOODS SUPPLY CHAIN

9934

TRANSMITTING THE DATA TO THE SPORTING GOODS DISTRIBUTOR OF THE SPORTING GOODS SUPPLY CHAIN UTILIZING THE NETWORK

9936

TRANSMITTING THE DATA TO A SPORTING GOODS SUPPLIER OF THE SPORTING GOODS SUPPLY CHAIN UTILIZING THE NETWORK

9938

FORECASTING ACTIVITY IN THE SPORTING GOODS SUPPLY CHAIN UTILIZING THE DATA

9940

FIG. 99

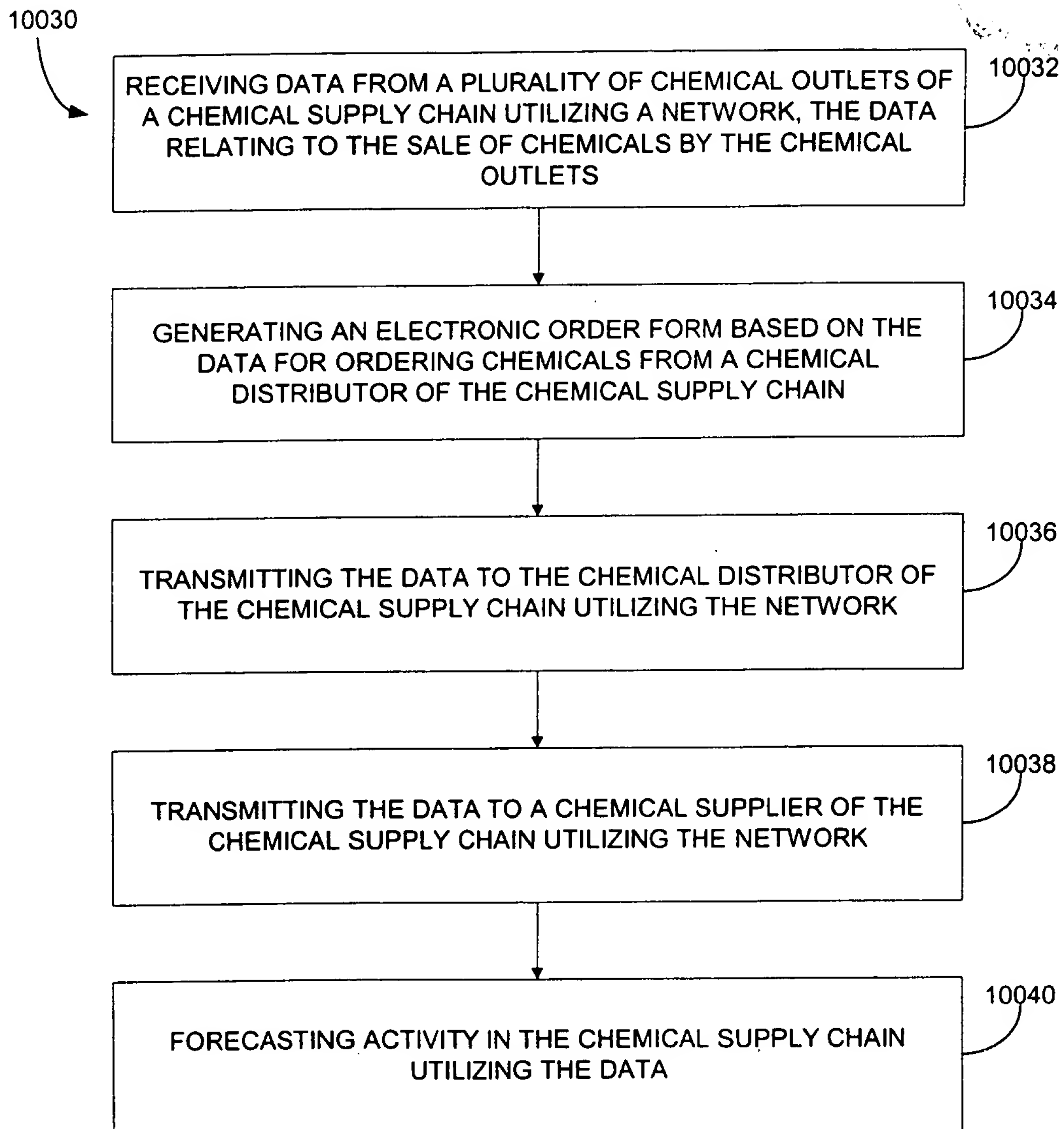


FIG. 100

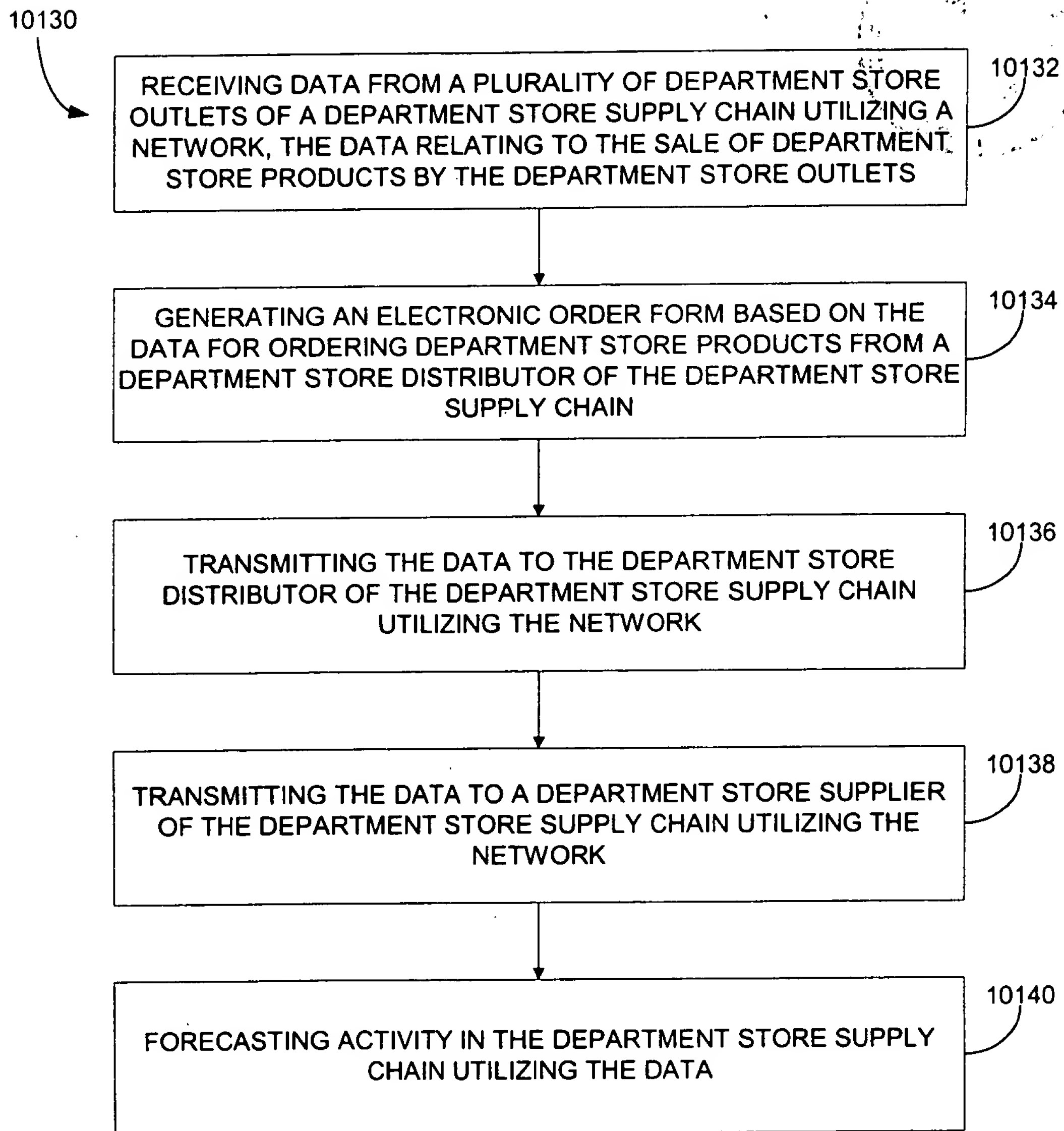


FIG. 101

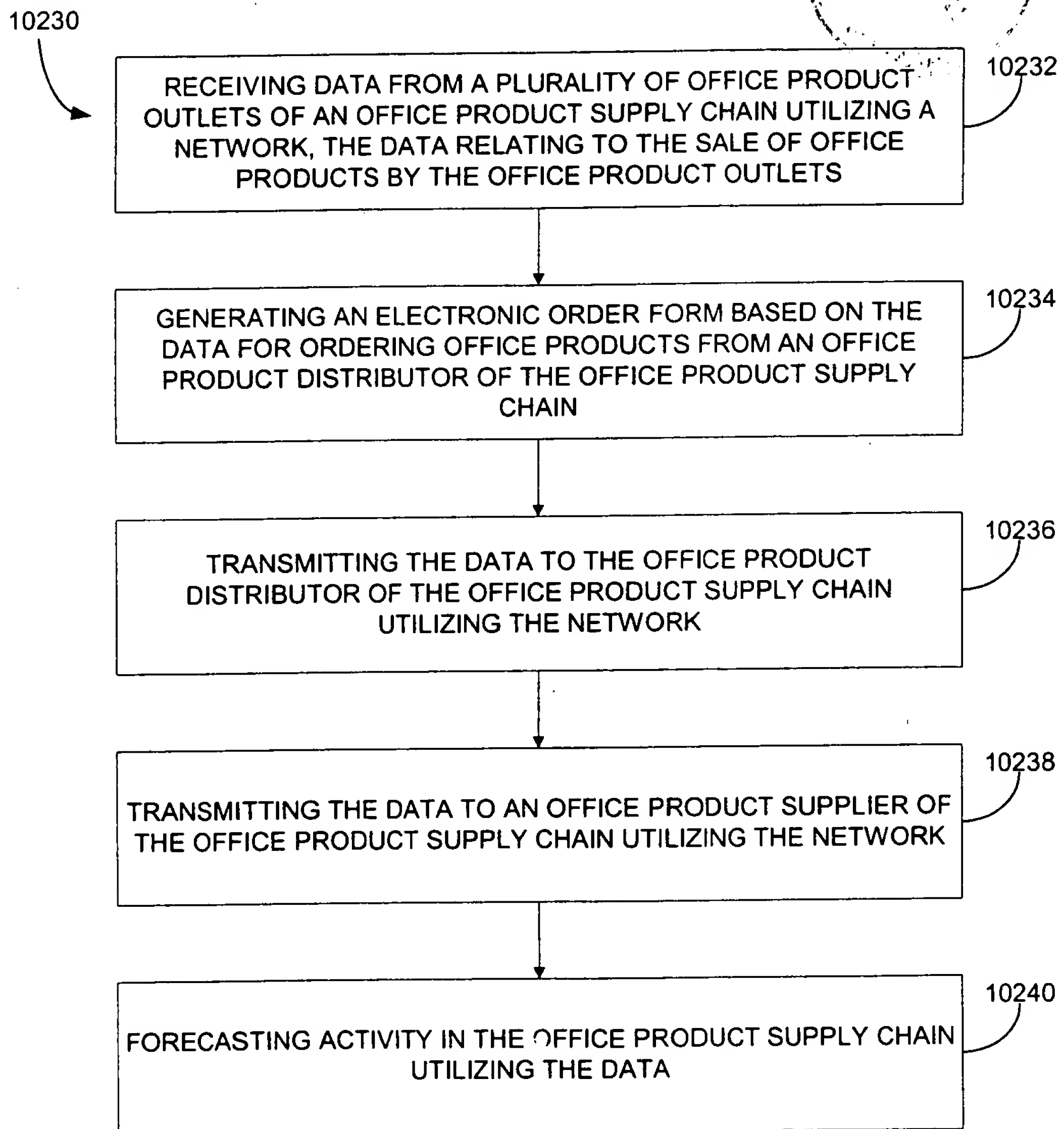


FIG. 102A

10260

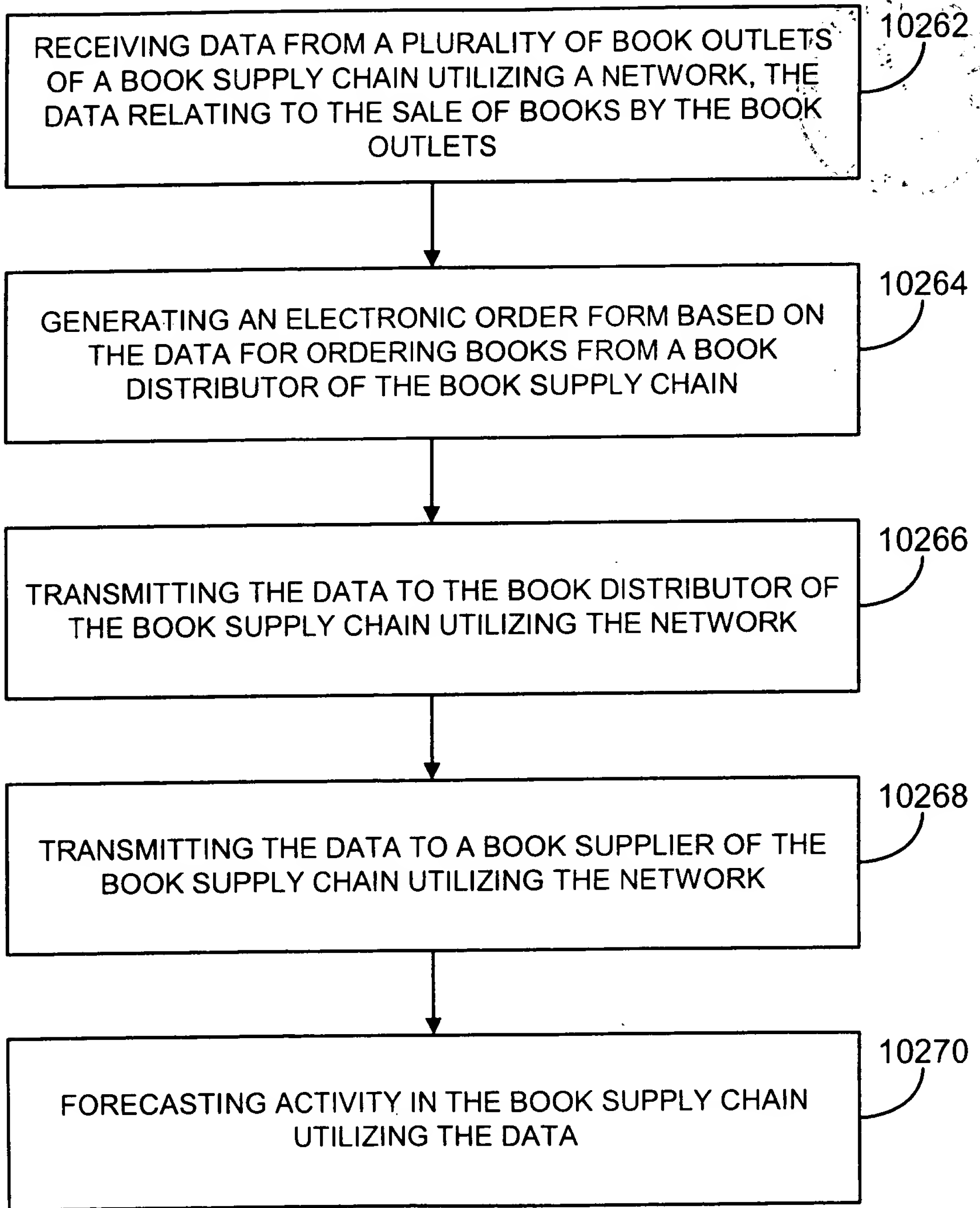


FIG. 102B

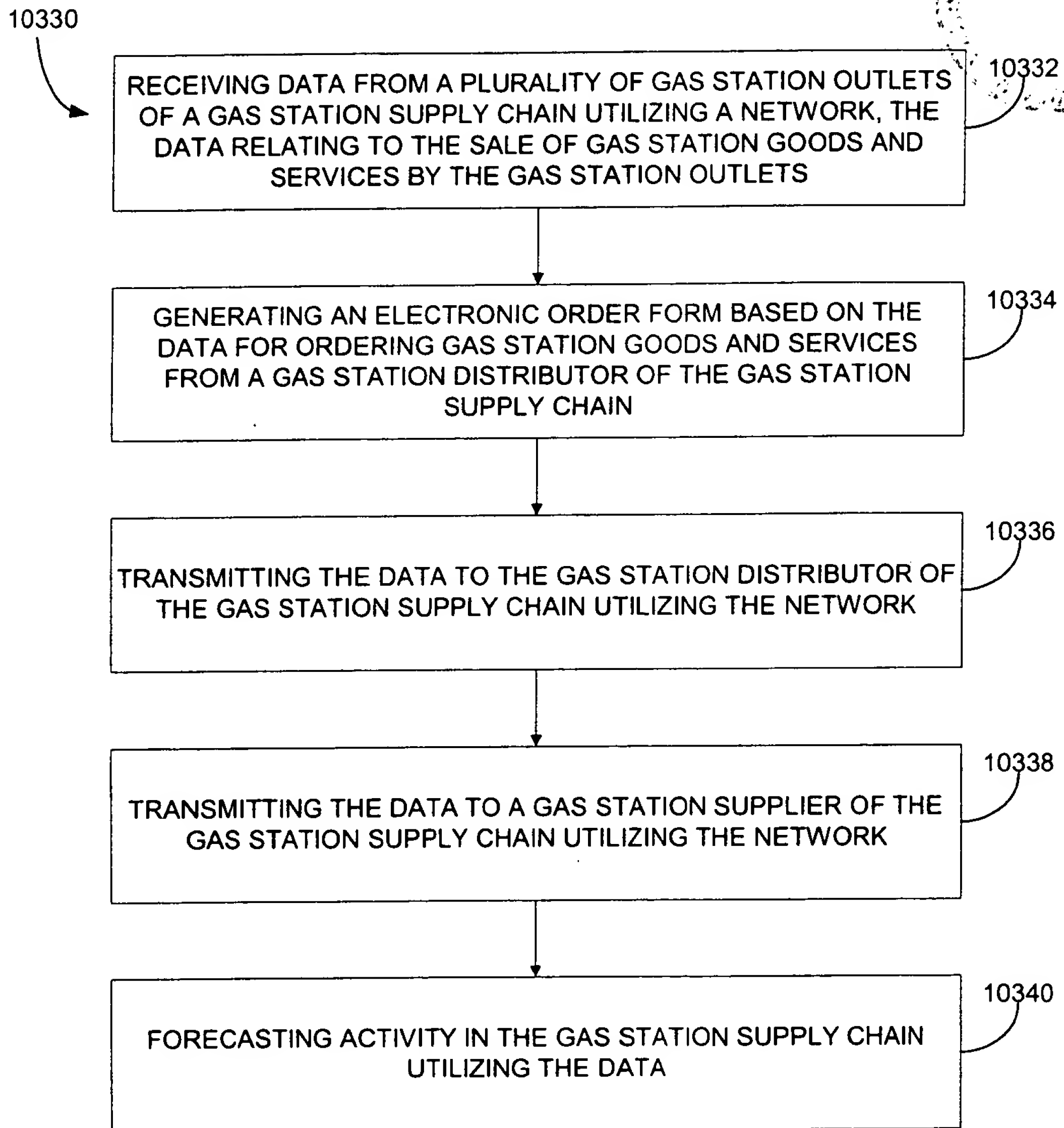


FIG. 103

10430

RECEIVING DATA FROM A PLURALITY OF CONVENIENCE STORE OUTLETS OF AN CONVENIENCE STORE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF CONVENIENCE STORE PRODUCTS AND SERVICES BY THE CONVENIENCE STORE OUTLETS

10432

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING CONVENIENCE STORE PRODUCTS AND SERVICES FROM AN CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN

10434

TRANSMITTING THE DATA TO THE CONVENIENCE STORE DISTRIBUTOR OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK

10436

TRANSMITTING THE DATA TO AN CONVENIENCE STORE SUPPLIER OF THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE NETWORK

10438

FORECASTING ACTIVITY IN THE CONVENIENCE STORE SUPPLY CHAIN UTILIZING THE DATA

10440

FIG. 104A

10460

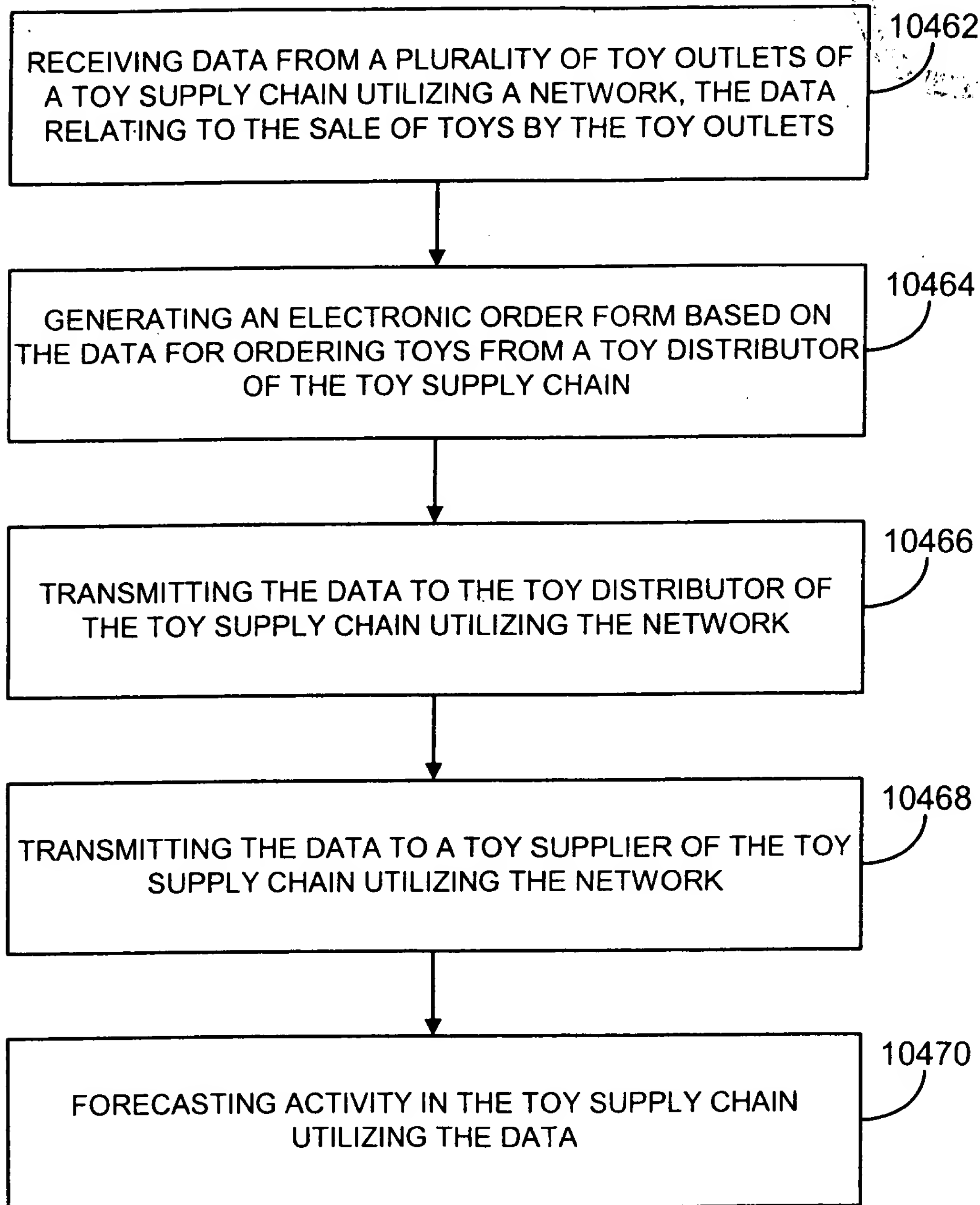


FIG. 104B

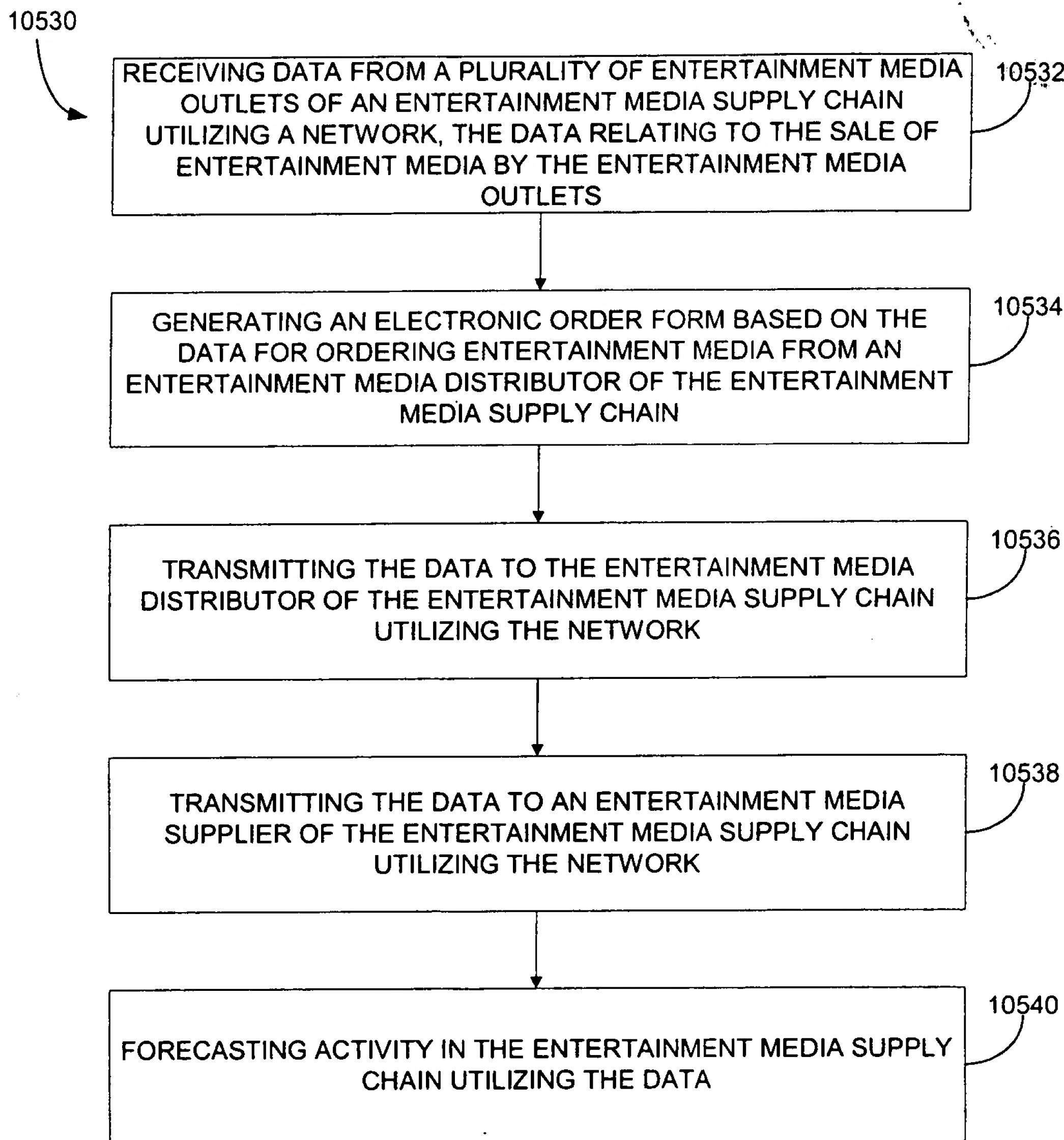


FIG. 105

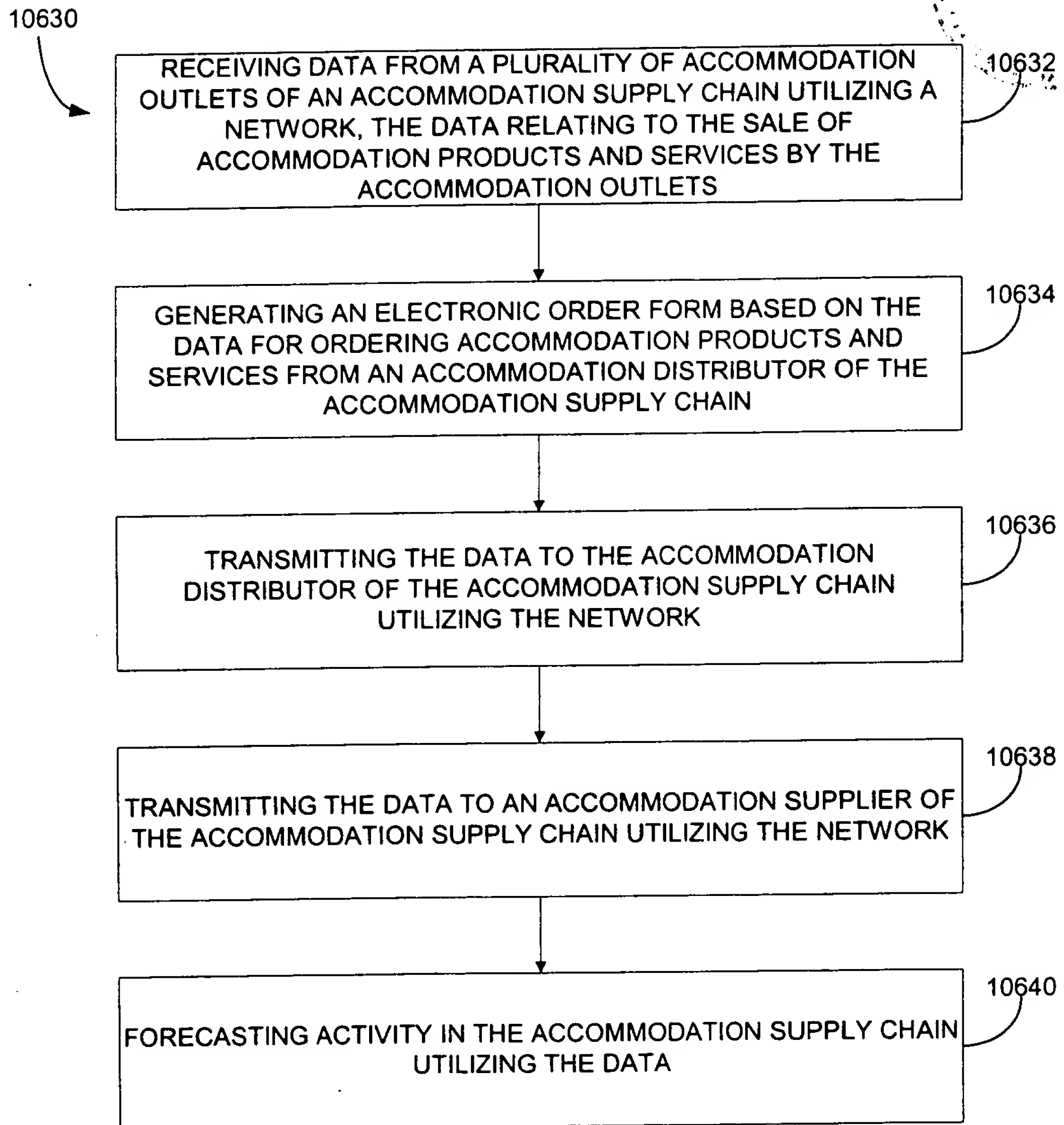


FIG. 106

10730

RECEIVING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

10732

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING GOODS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

10734

TRANSMITTING THE DATA TO SUPPLIERS OF THE SUPPLY CHAIN UTILIZING THE NETWORK, WHEREIN THE SUPPLIERS OFFER RAW PRODUCTS USED FOR PRODUCING THE GOODS AT A PREDETERMINED PRICE, THE PRICE DECREASING AS A FUNCTION OF TIME DURING A PREDETERMINED DURATION

10736

FIG. 107

FIG. 108

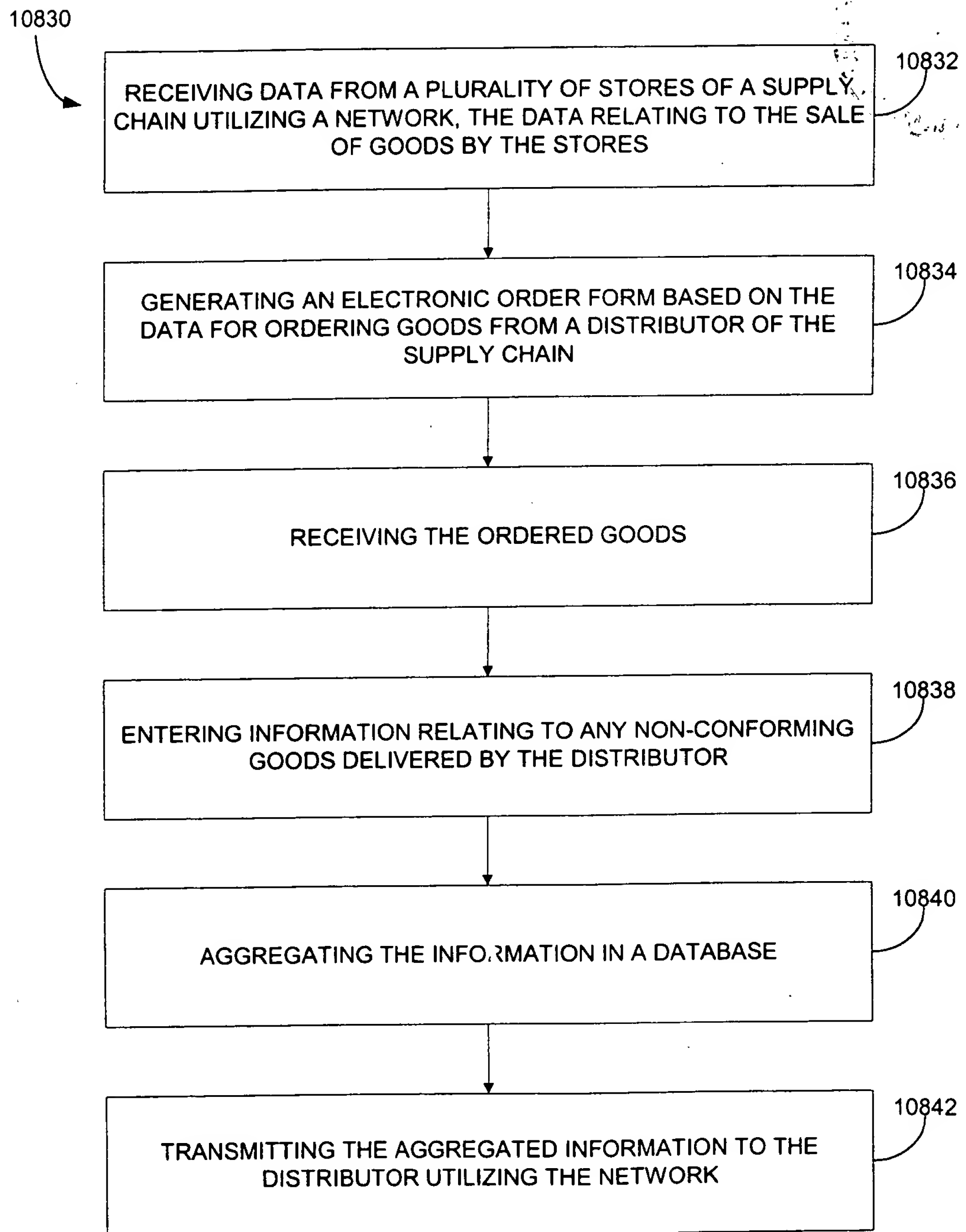


FIG. 108

10900

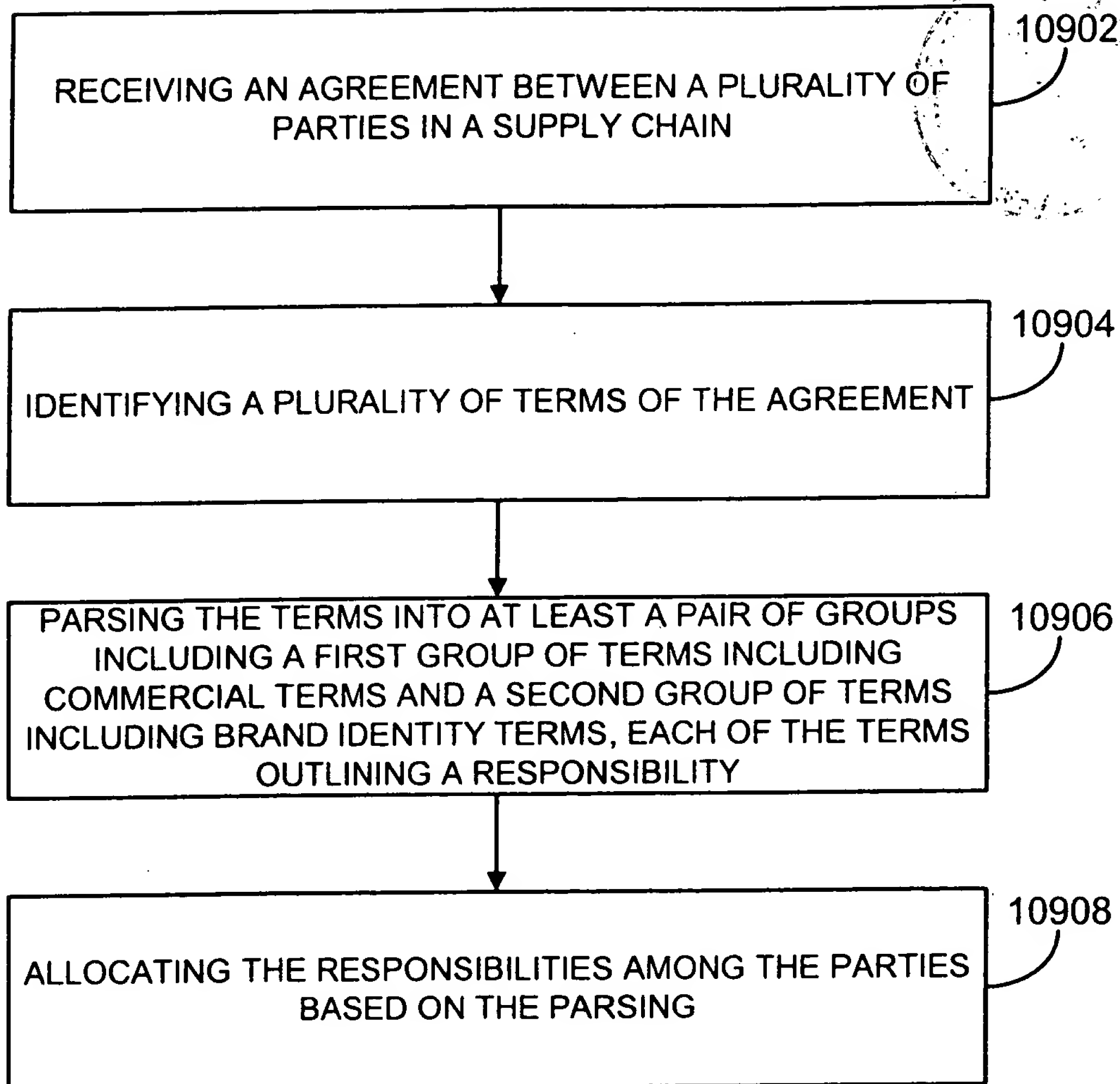


FIG. 109

11000

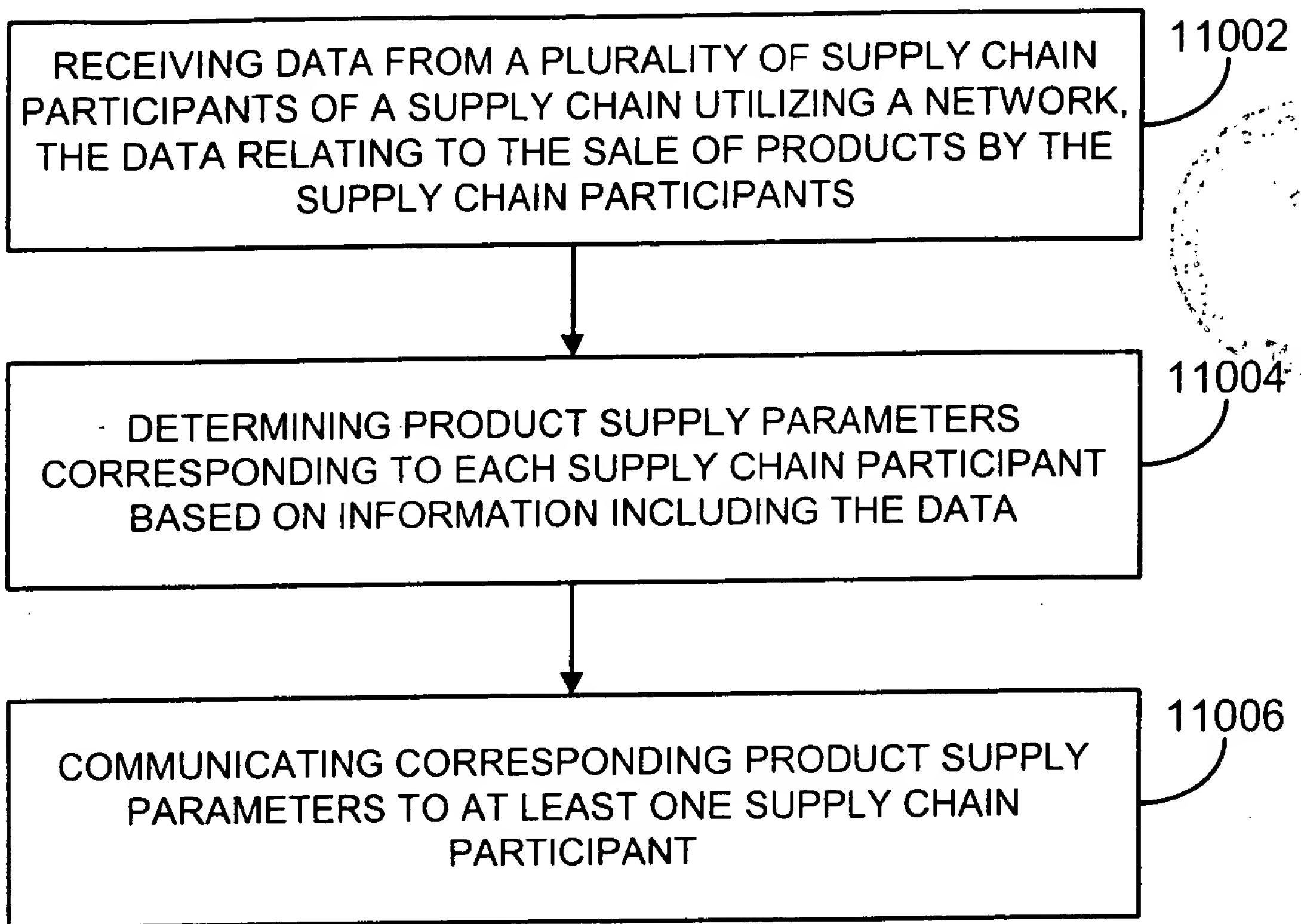


FIG. 110

11100

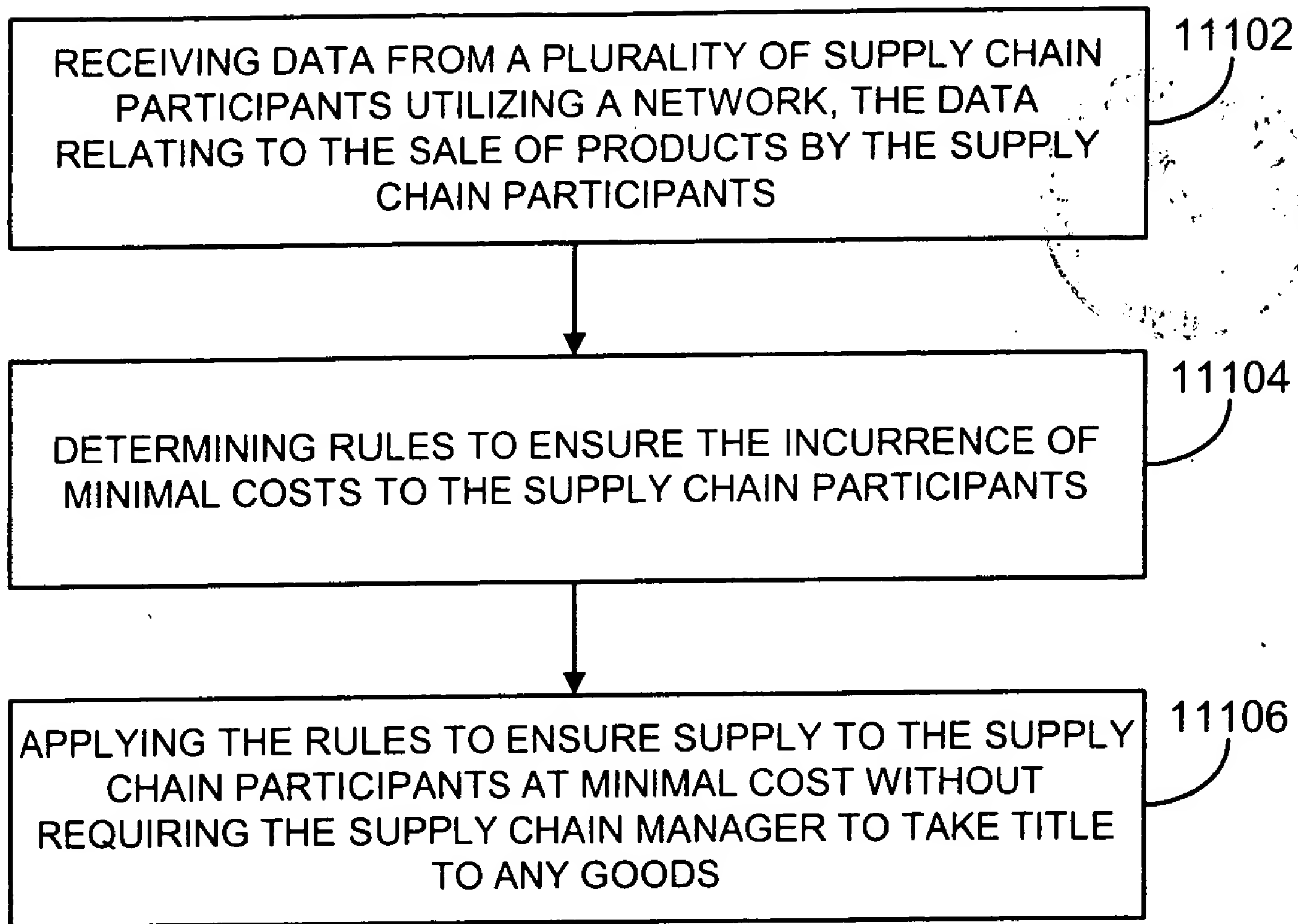


FIG. 111

FIG. 111

11200

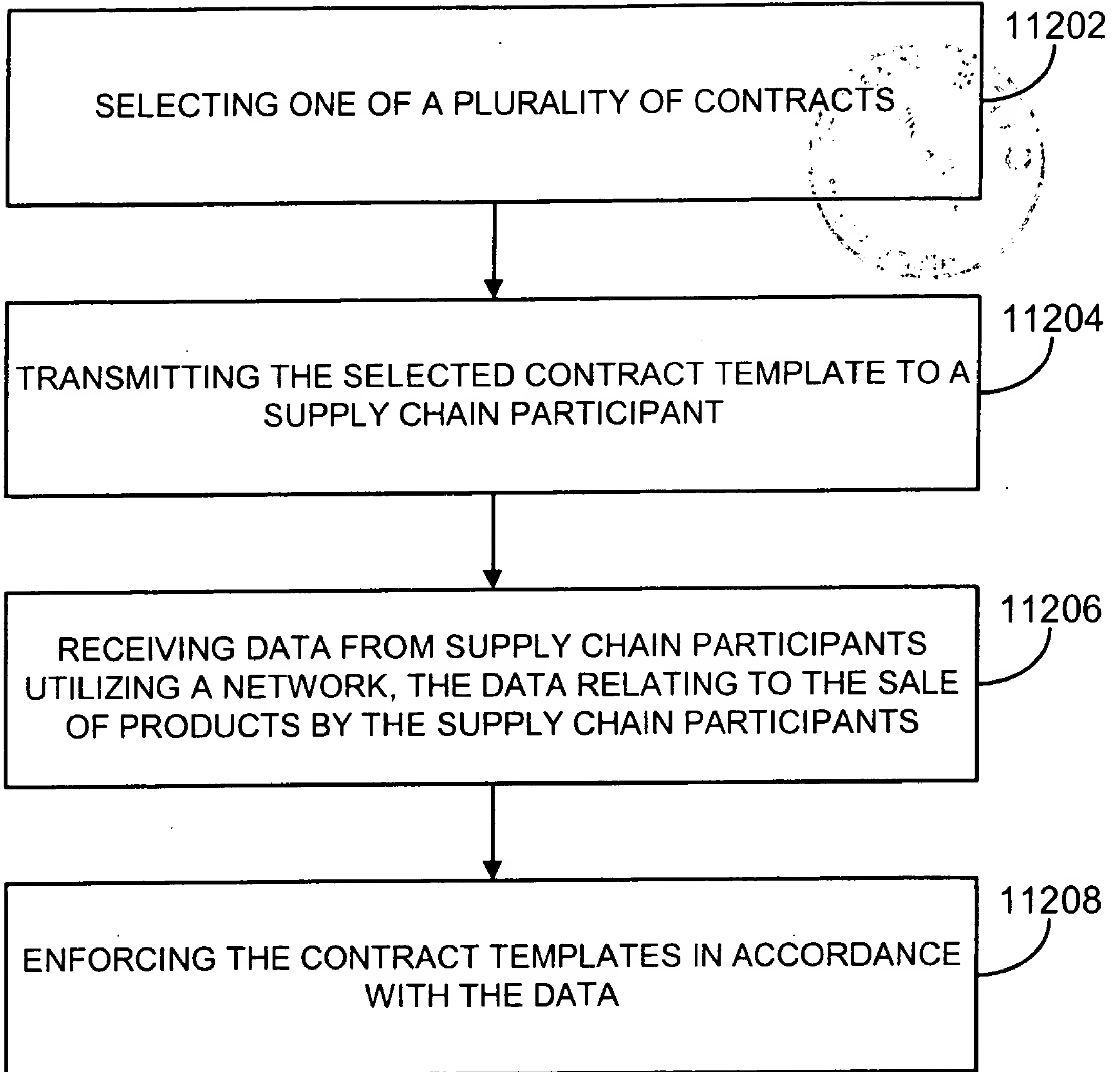


FIG. 112

11300

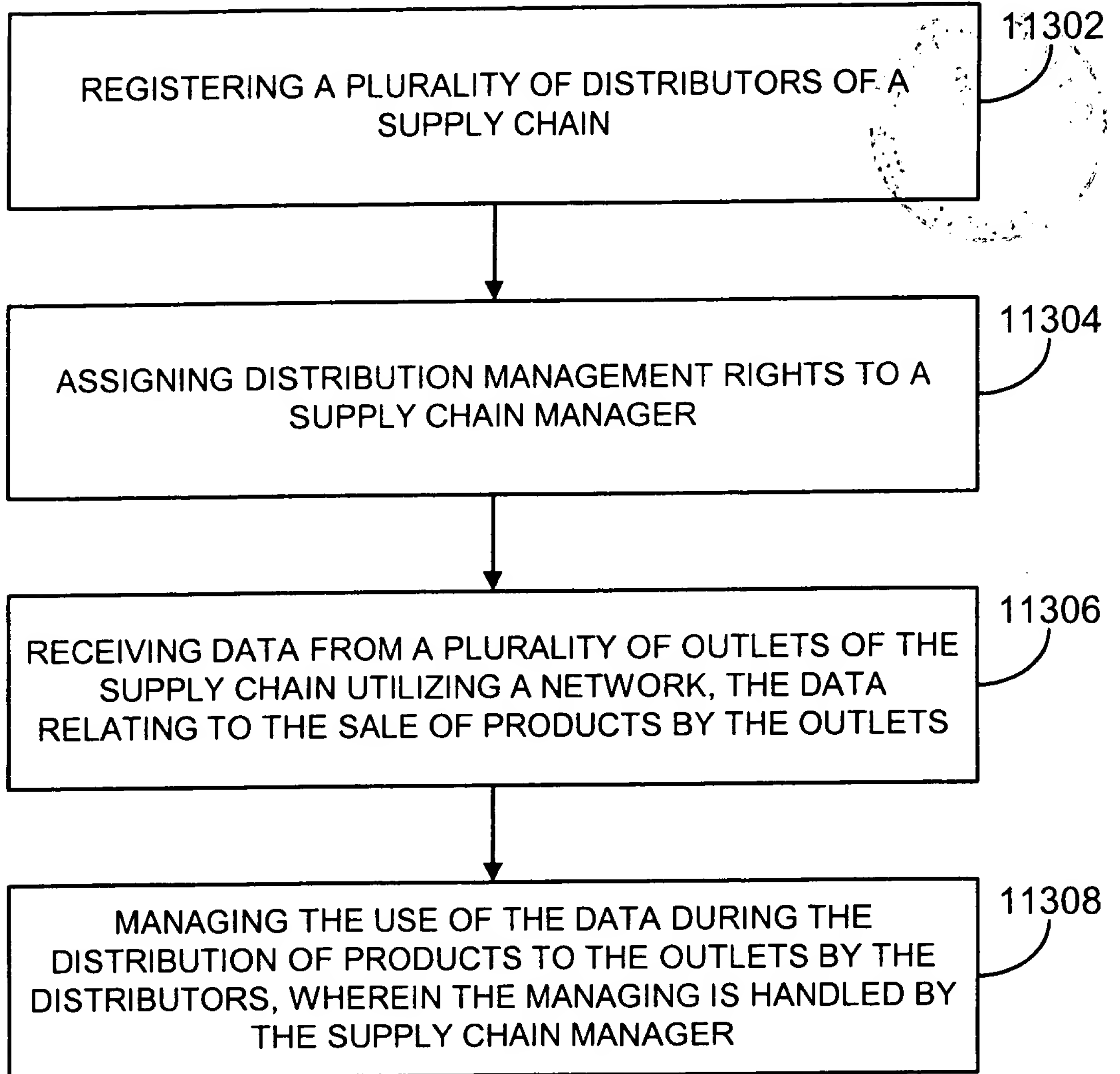


FIG. 113

11400

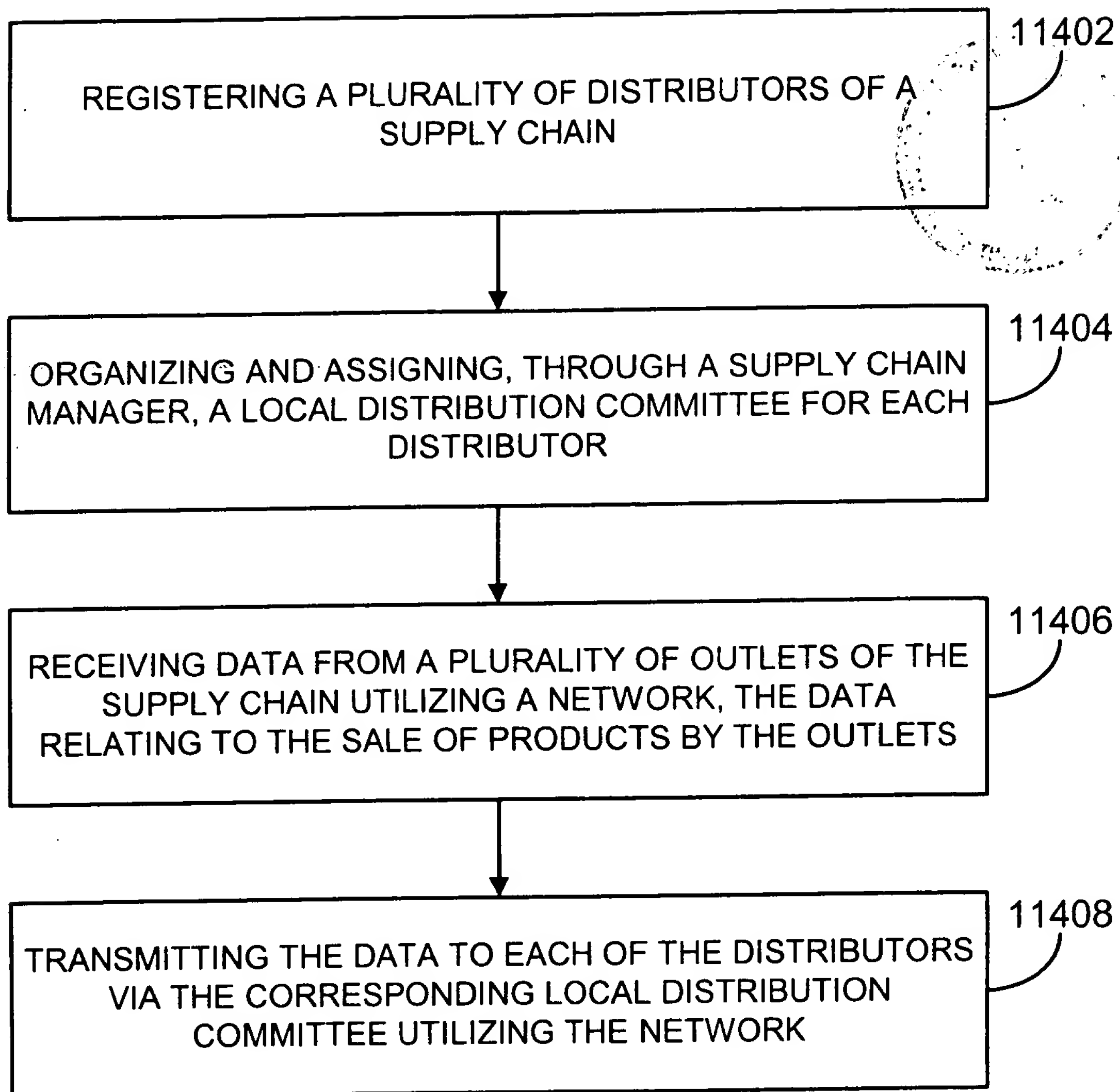


FIG. 114

11500

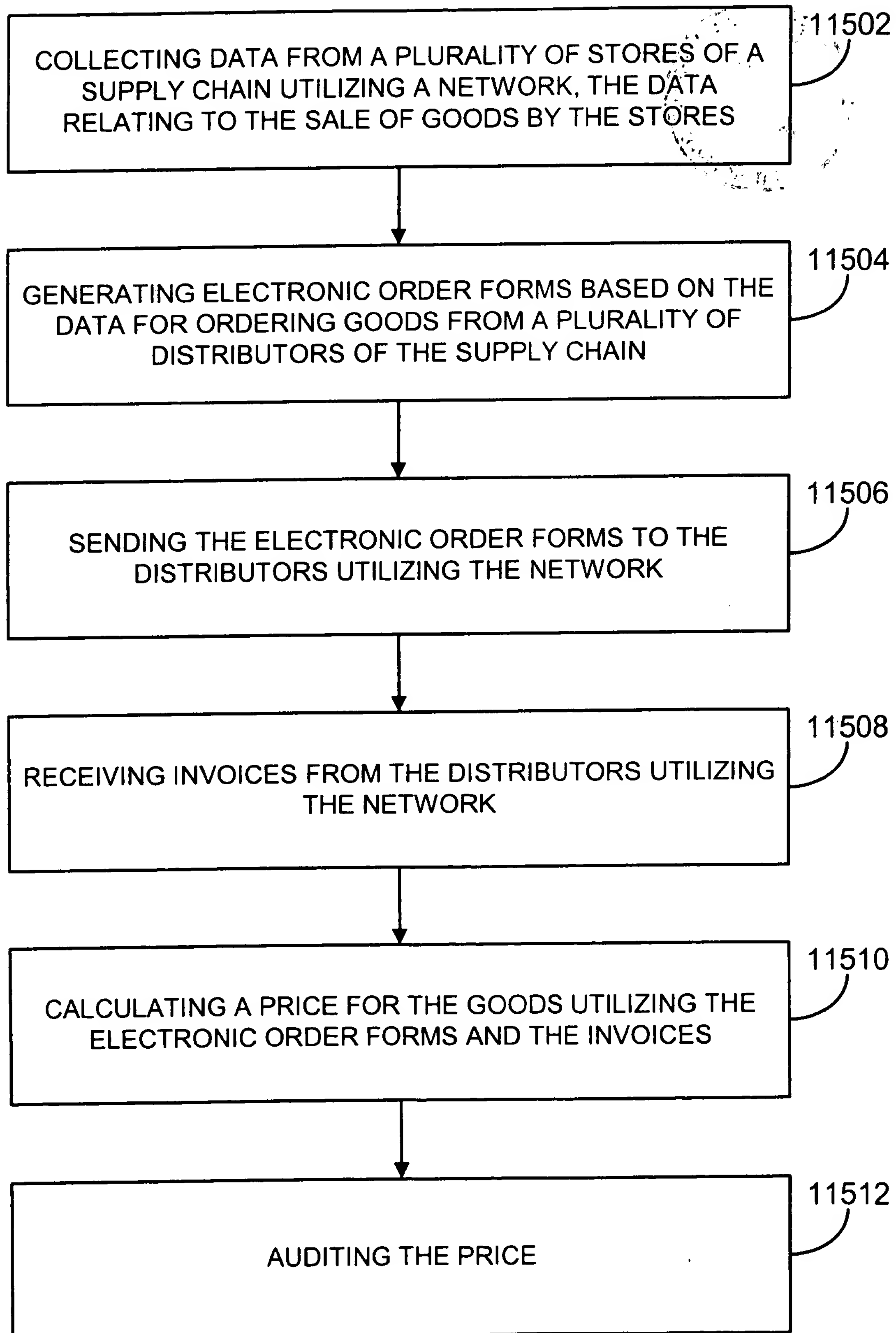


FIG. 115

11600

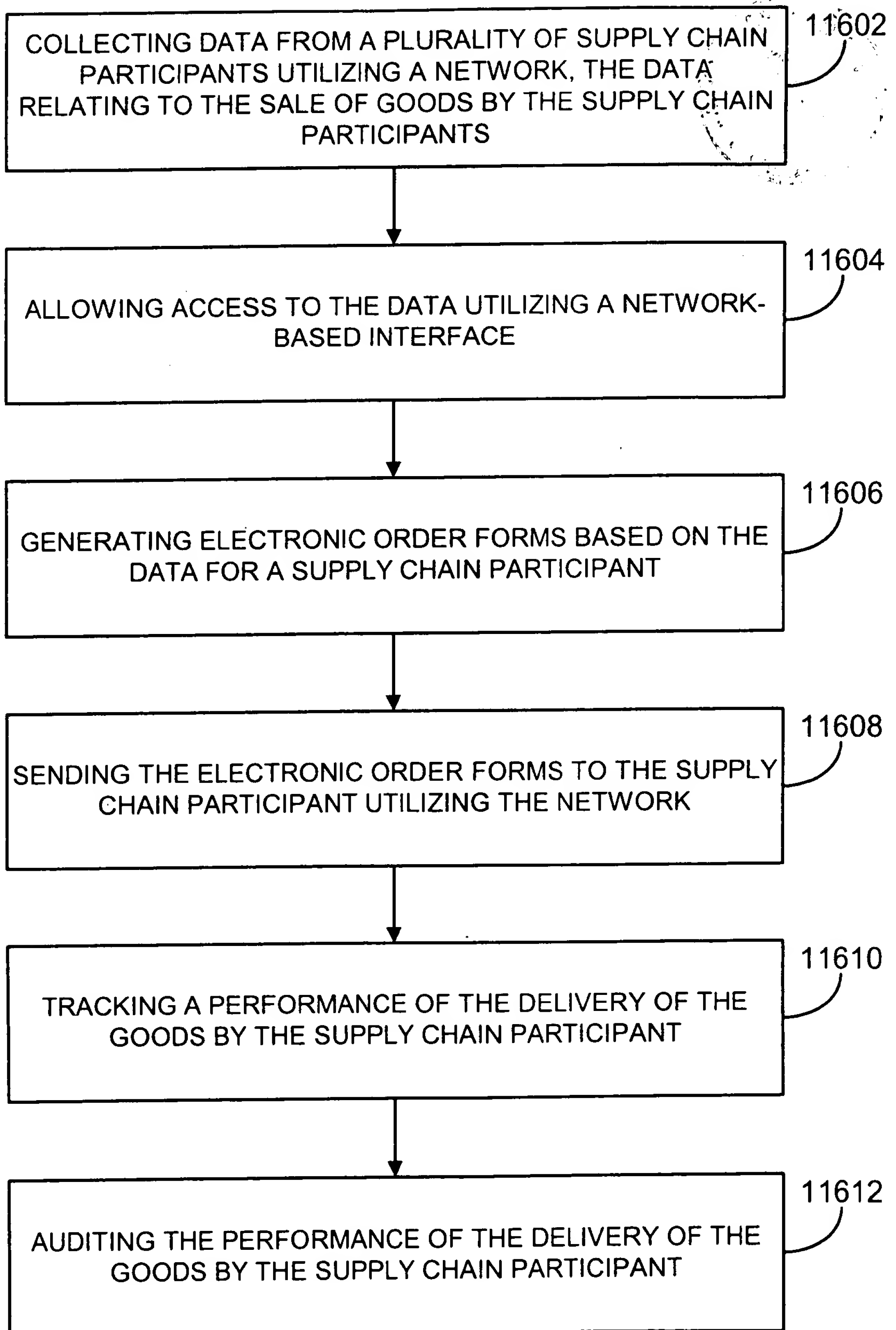


FIG. 116

11700

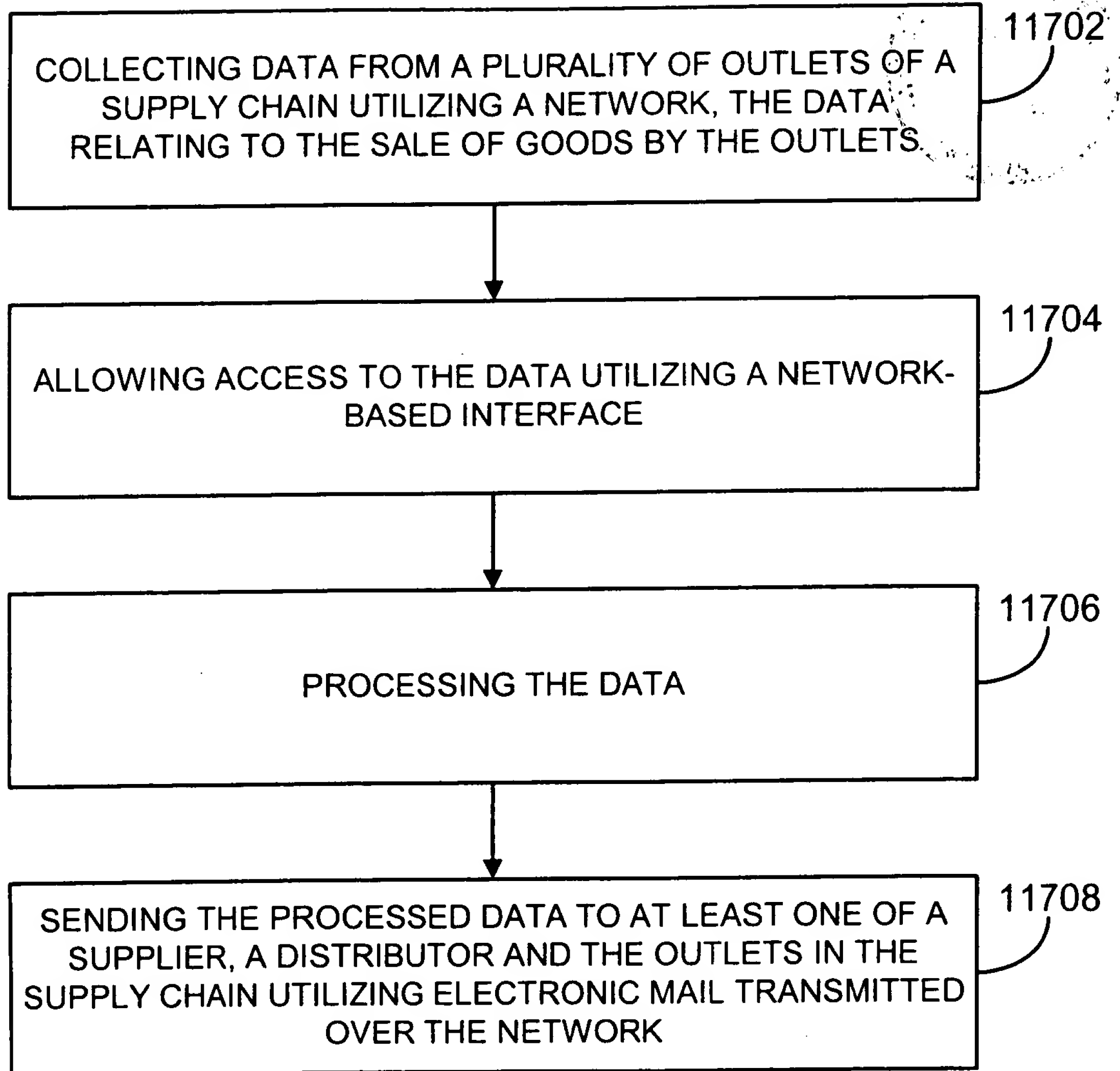


FIG. 117

11800

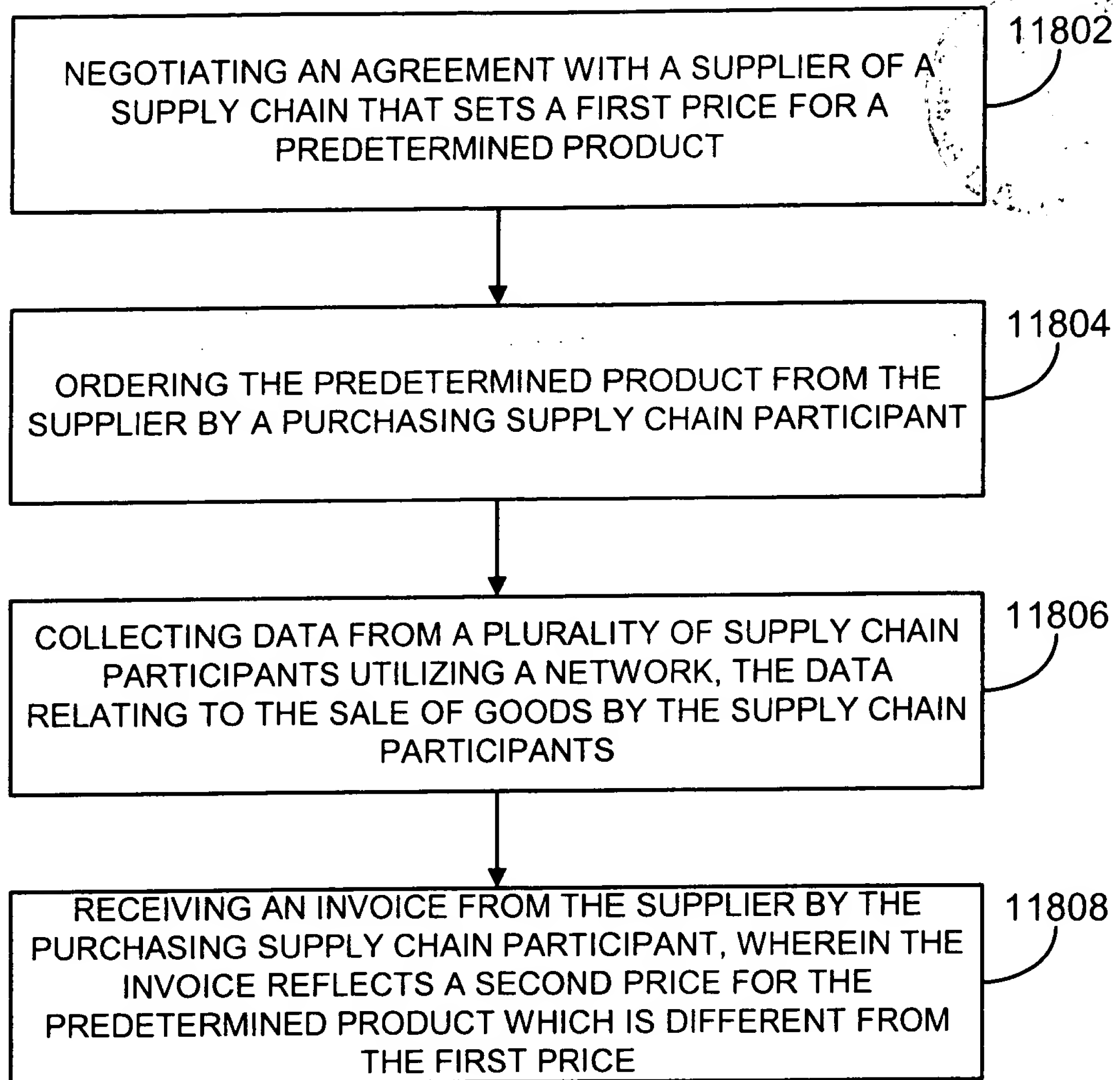


FIG. 118

11900

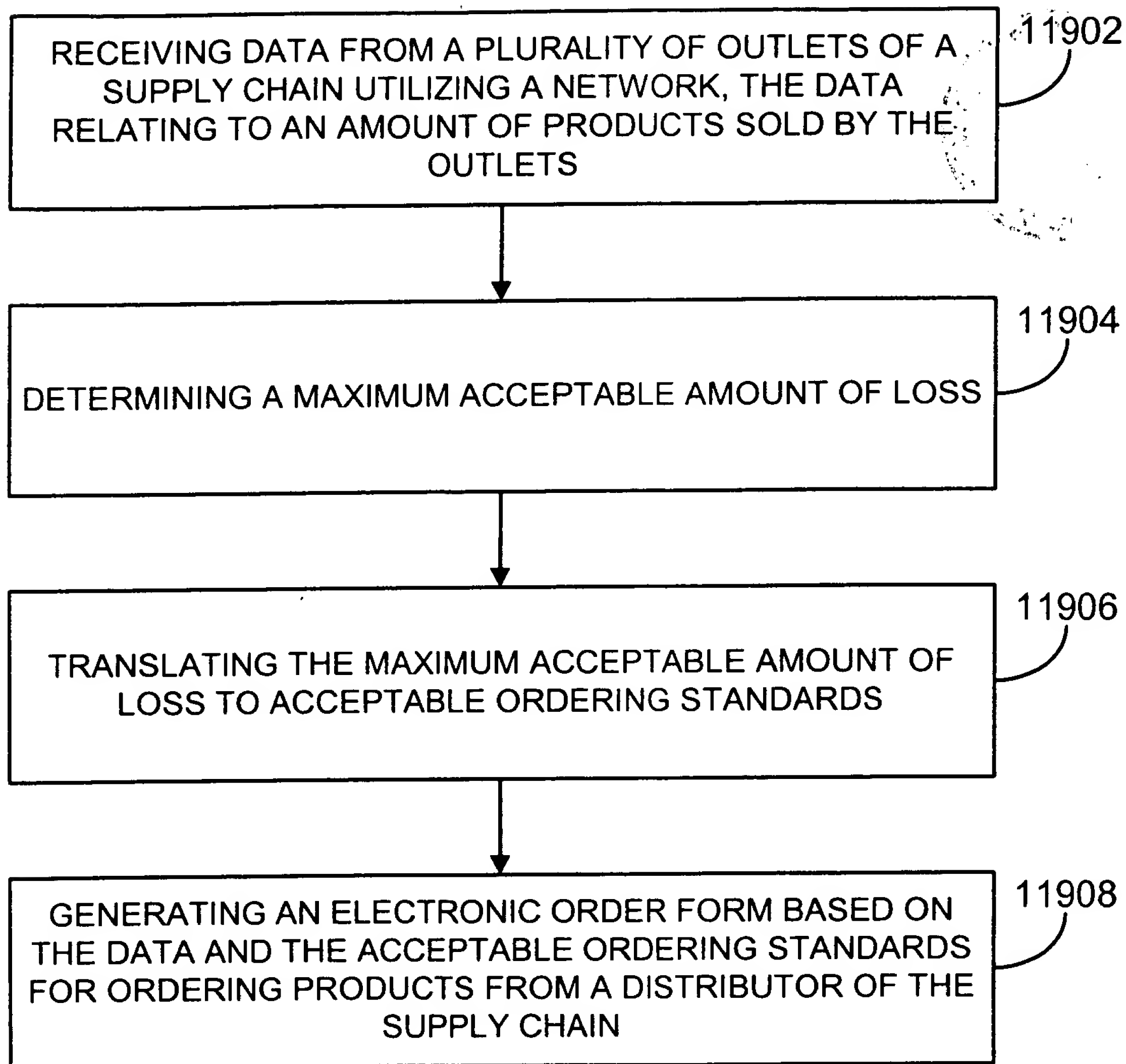


FIG. 119

12000

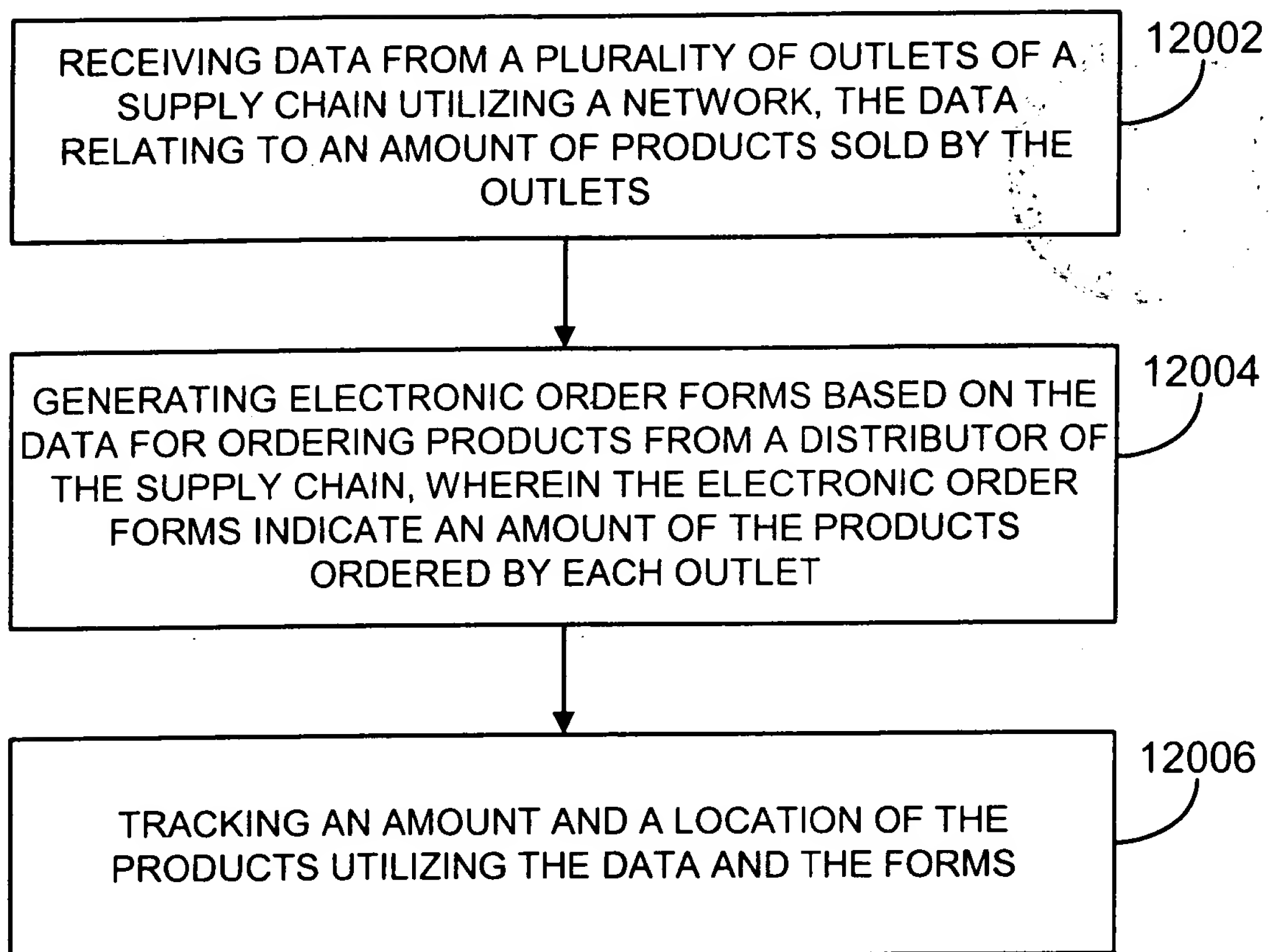


FIG. 120

12100

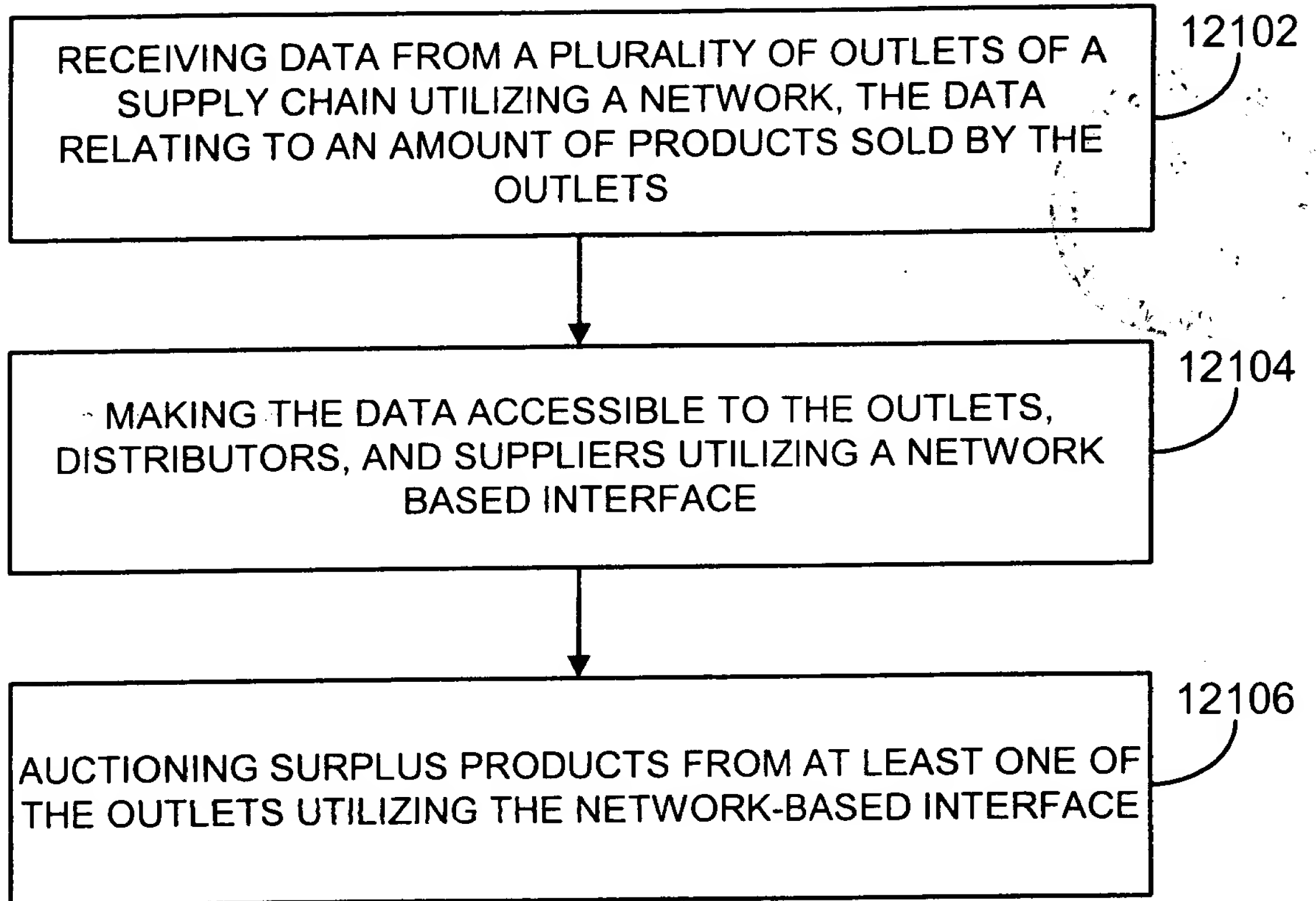


FIG. 121

12200

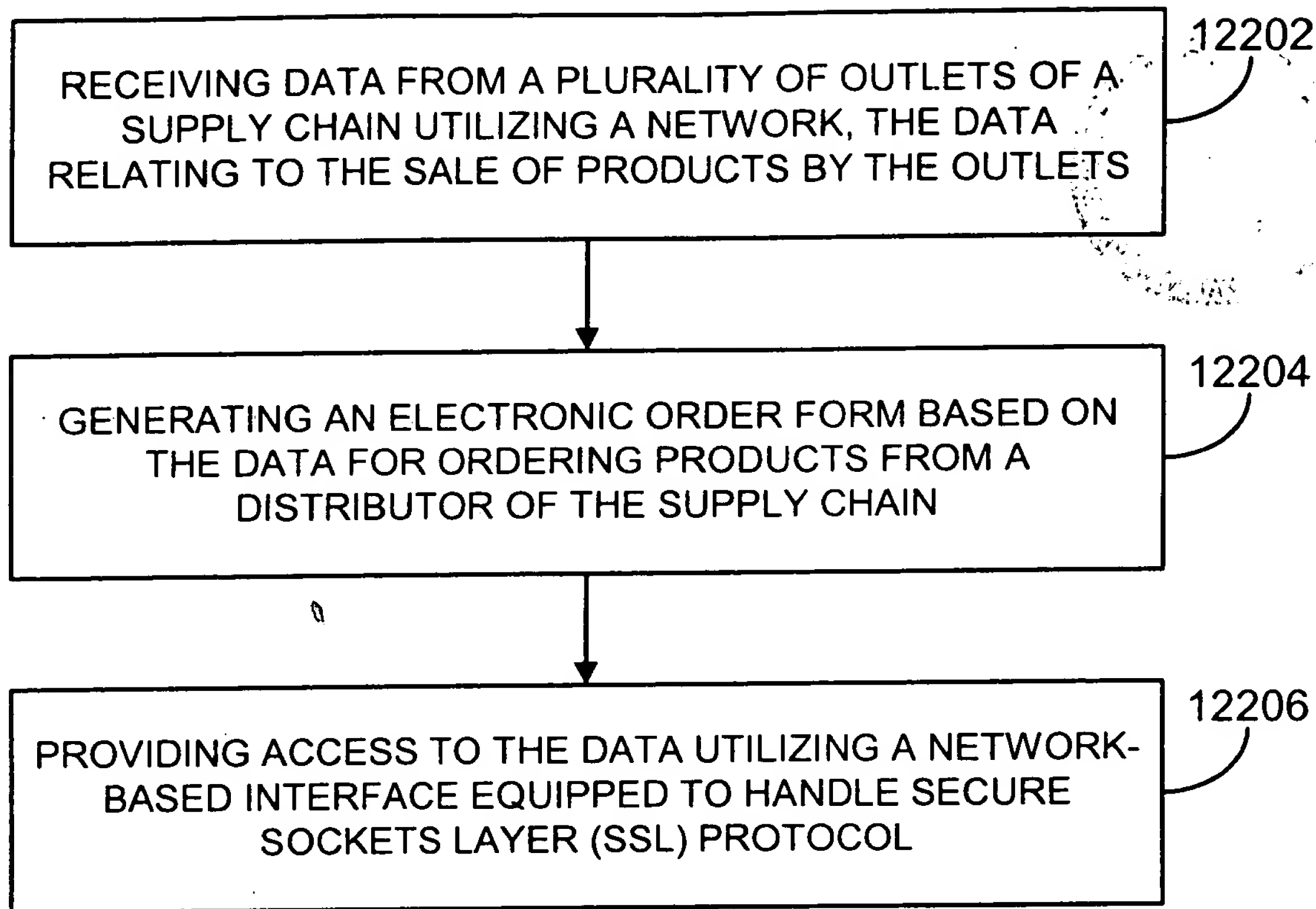


FIG. 122

12300

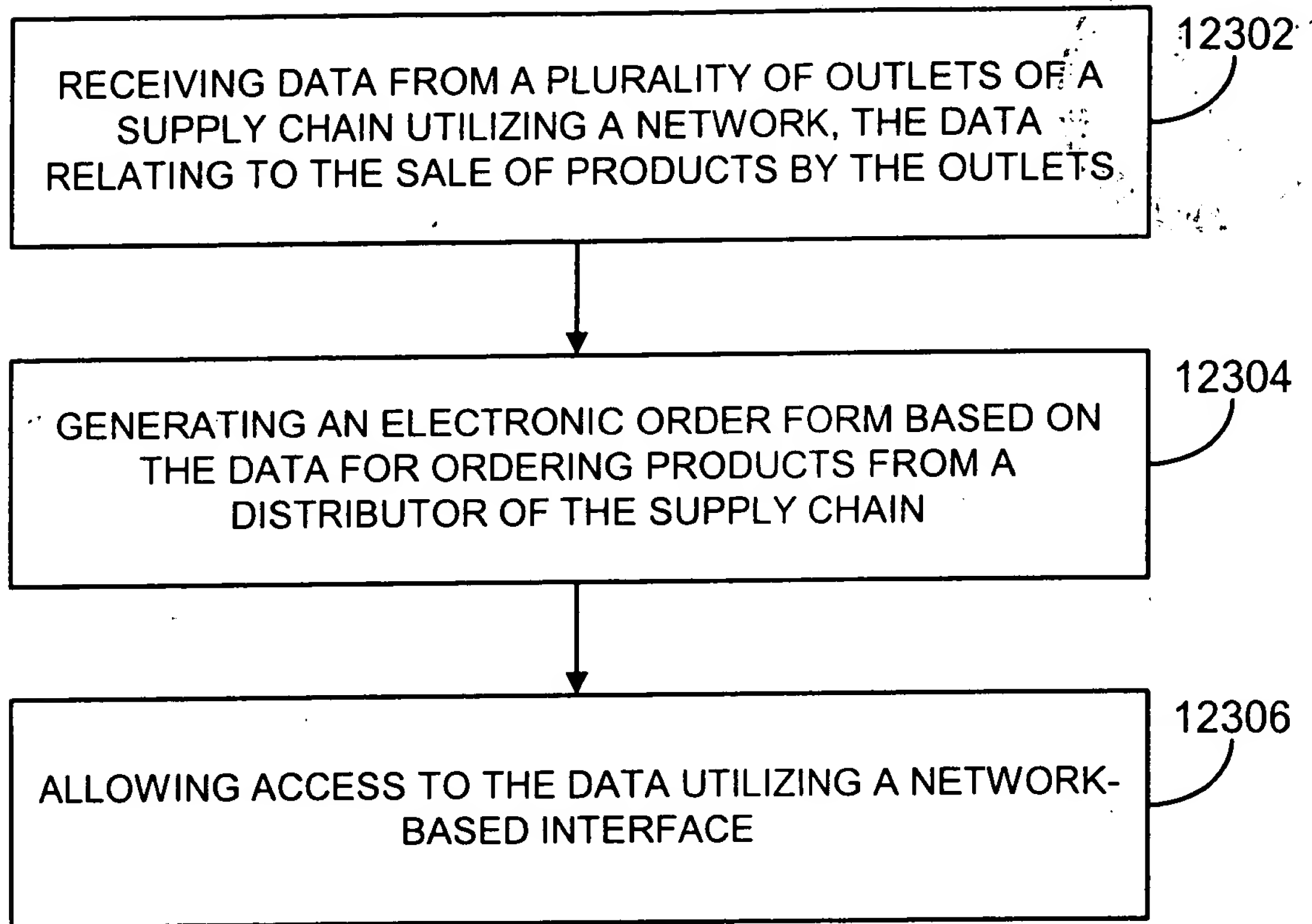


FIG. 123

12400

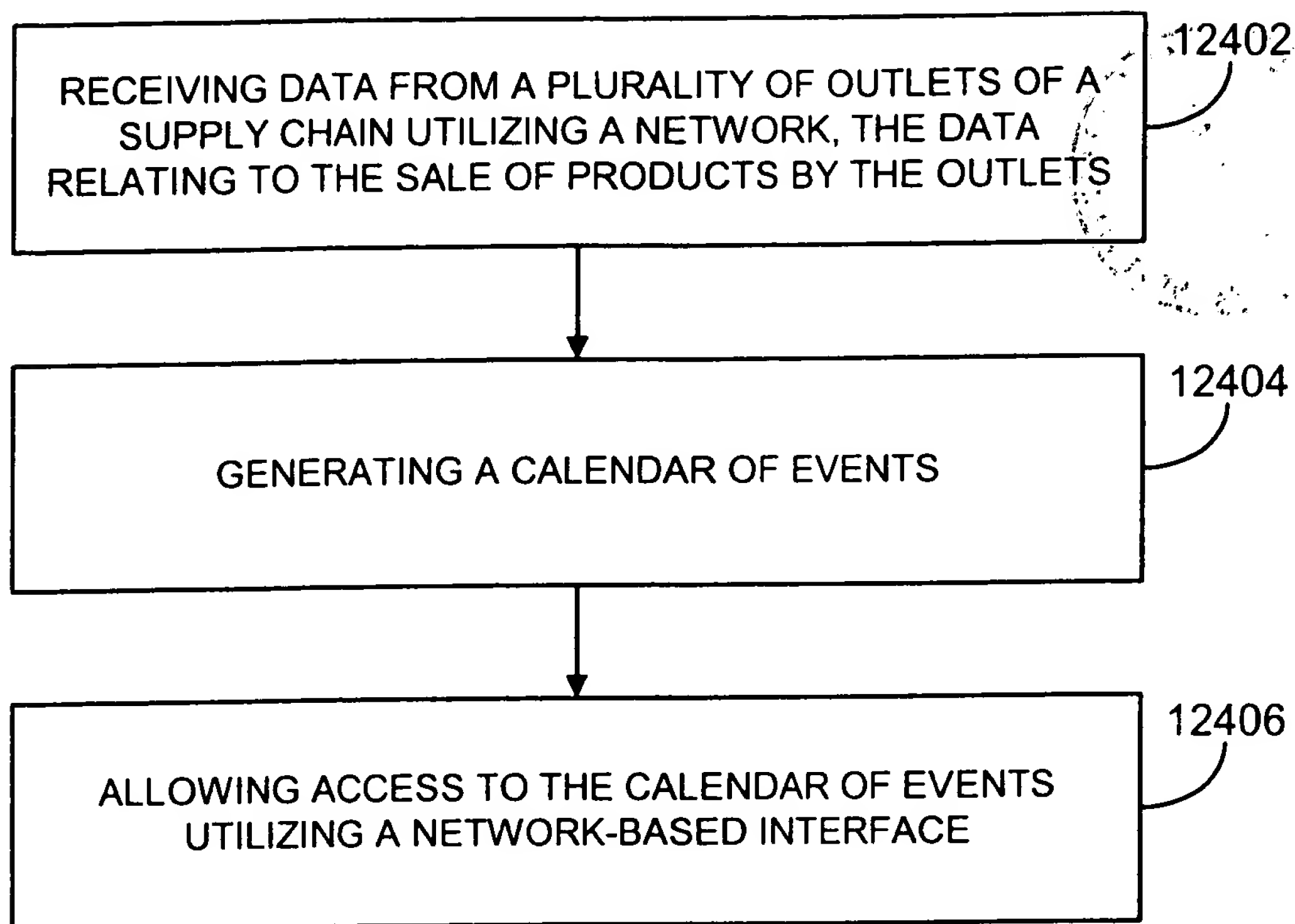


FIG. 124

12500

12502

| | | | | |
|----------|---------------|-------------|-----------|--------|
| Supply | Patronage | Sales/Inv | Utilities | Window |
| Supplier | Supplier Site | Distributor | DC | |
| Item | | Items ... | | |

FIG. 125

12600

12602

| | | |
|------|-------|-----|
| Sort | Print | New |
|------|-------|-----|

FIG. 126

12700

12702

| | | | |
|-------------------|--------------|------------|--|
| Item Desc: | | | |
| Item Number: | Status Code: | Active | |
| Product Cat Code: | | Item Rank: | |

FIG. 127

12800

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128



12900

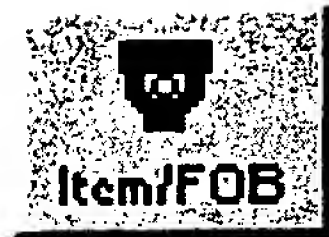


FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | NCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

| | | |
|-------------------------|-------------------------------|---|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|---------------------------------|---------------------------|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: |
| Status: | Active <input type="checkbox"/> | Rail Sidings: |

FIG. 132

13300

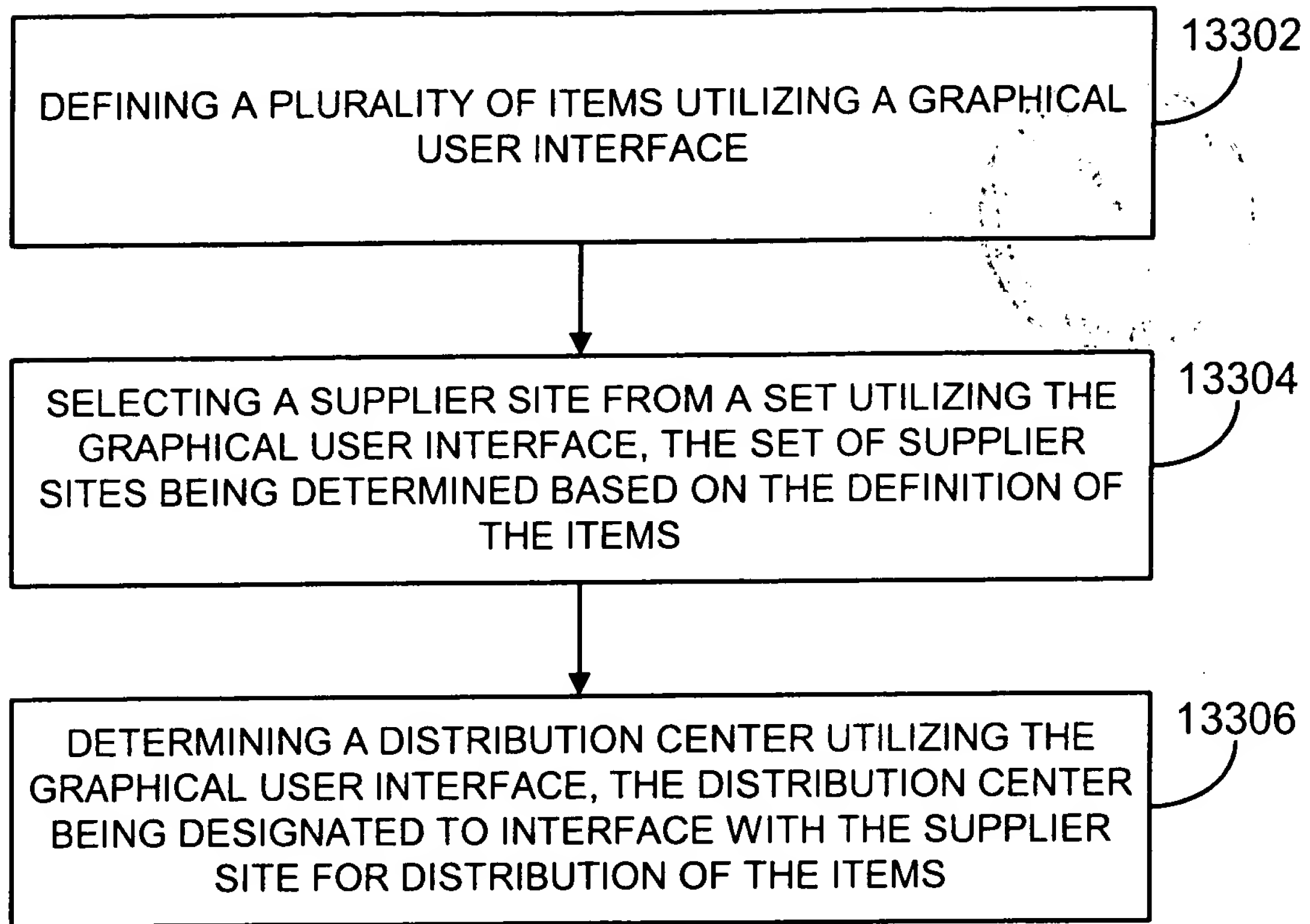


FIG. 133



13400

| | | | | | | | |
|-----------------|--|-----------|---------------------------|------|--------|--------|--------------------------|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | <input checked="" type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell <input type="text"/> | | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

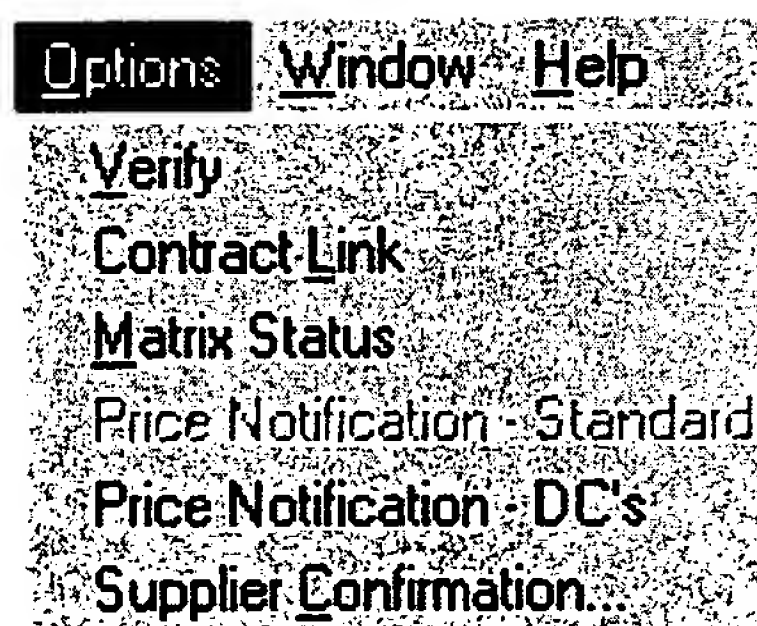


FIG. 141

14300

| | | | |
|--------------------|---|-----------------------------------|----|
| <u>C</u> ost | ▶ | Edit / View | F3 |
| Commodities | ▶ | New (using previous matrix) ... | F4 |
| Vendor Rating | ▶ | New (build matrix) ... | F5 |
| Contact Management | ▶ | Multi Item Price Notification ... | |

FIG. 143

14400

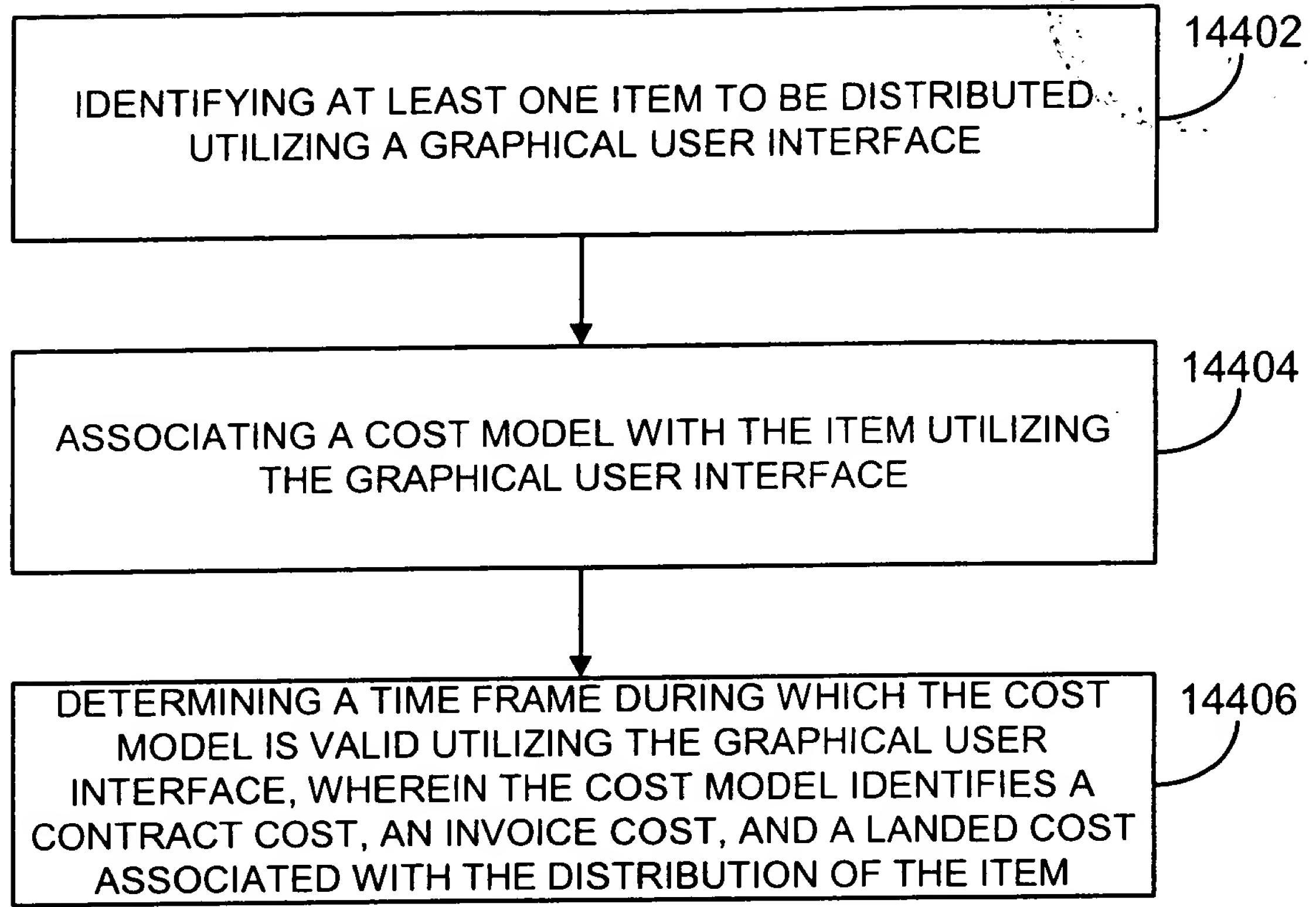


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name:

Current Buyer Name:

FIG. 146

14700

| | |
|----------------------|---|
| Contract Start Date: | <input type="text" value="05/15/98"/> |
| Contract End Date: | <input type="text" value="12/31/02"/> |
| Execution Date: | <input type="text" value="5/15/98"/> |
| Effective: | <input type="text" value="Shipment Date"/> <input type="button" value="v"/> |
| Payment Terms: | <input type="text" value="Net 10"/> <input type="button" value="v"/> |

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000

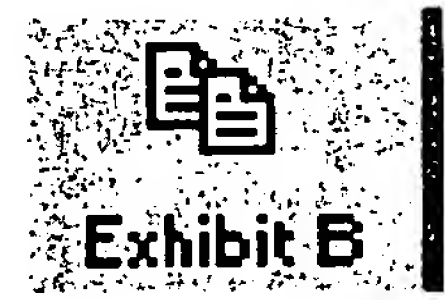


FIG. 150

15100

| Select the End Dates to Use on the Exhibit | | | |
|--|------------------------------|--|-------------------------------|
| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

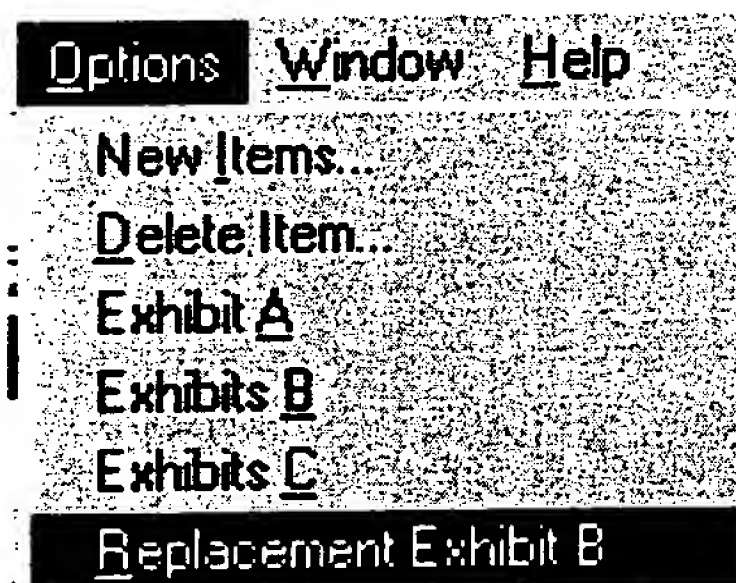


FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER
INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE
DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH
MORE THAN ONE CONTRACT

15406

FIG. 154

004604 0000

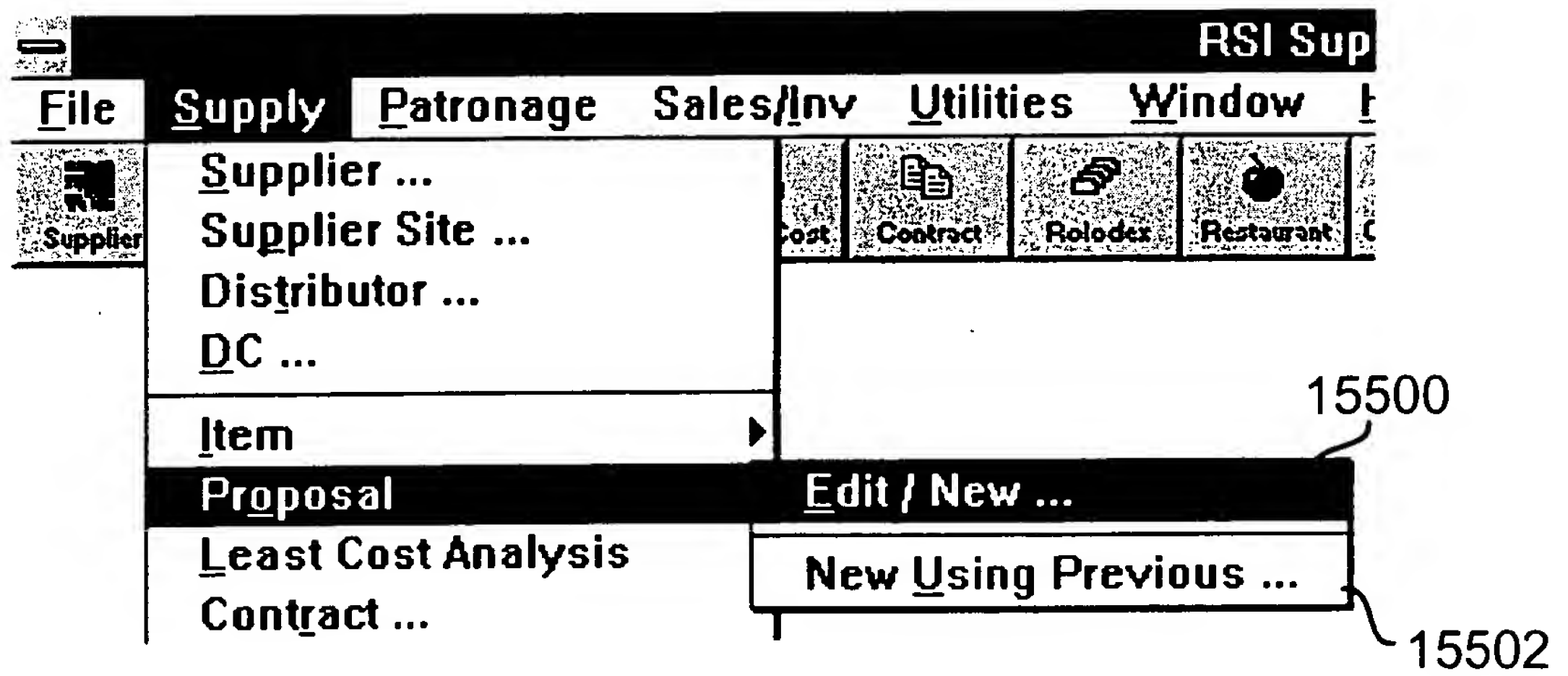


FIG. 155

15600

| Proposal - Foam Hot Cups & Polystyrene Lids | | | | | | | | |
|---|----------|--|-------------------------------|-----------|---------|-------|-----------|----------|
| Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid |
| Proposal Information | | | | | | | | |
| Proposal ID: 1021 | | | Proposal Due Date: 06/12/97 | | | | | |
| Proposal Name: Foam Hot Cups & Polystyrene Lids | | | Contract Begin Date: 07/01/97 | | | | | |
| Buyer Name: Dennis Clabby | | | Contract End Date: 06/30/98 | | | | | |
| Actions | | | | | | | | |
| * | Date: | Action Description: | | | | | | |
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. | | | | | | |

FIG. 156

004604-020574

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

[Main Info](#) |
 [Items](#) |
 [Suppliers](#) |
 [DCs](#) |
 [FOB Price](#) |
 [DC/Rest](#) |
 [Usage](#) |
 [Templates](#) |
 [View Bid](#)

Query Values 2 Rows Selected

| Item Description |
|------------------|
| CUP-HOT |
| |
| |
| |
| |
| |
| |

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| Item Description |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

FIG. 158

0004504-0004
0004504-0004
0004504-0004

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Man Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | |
|-----------------------|-----|
| CUP-HOT 12 OZ (PAPER) | DRY |
| CUP-HOT 16 OZ (PAPER) | DRY |
| CUP-HOT 8 OZ (PAPER) | DRY |

15902

15904

15906

15908

| Item Description |
|------------------------------|
| CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (DRY) |
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

FIG. 159

16000

Man Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|-----------------------|
| MAYO-BULK | Mayonaisse Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaisse Components |

FIG. 160

↑

FIG. 161

[illegible]

16200

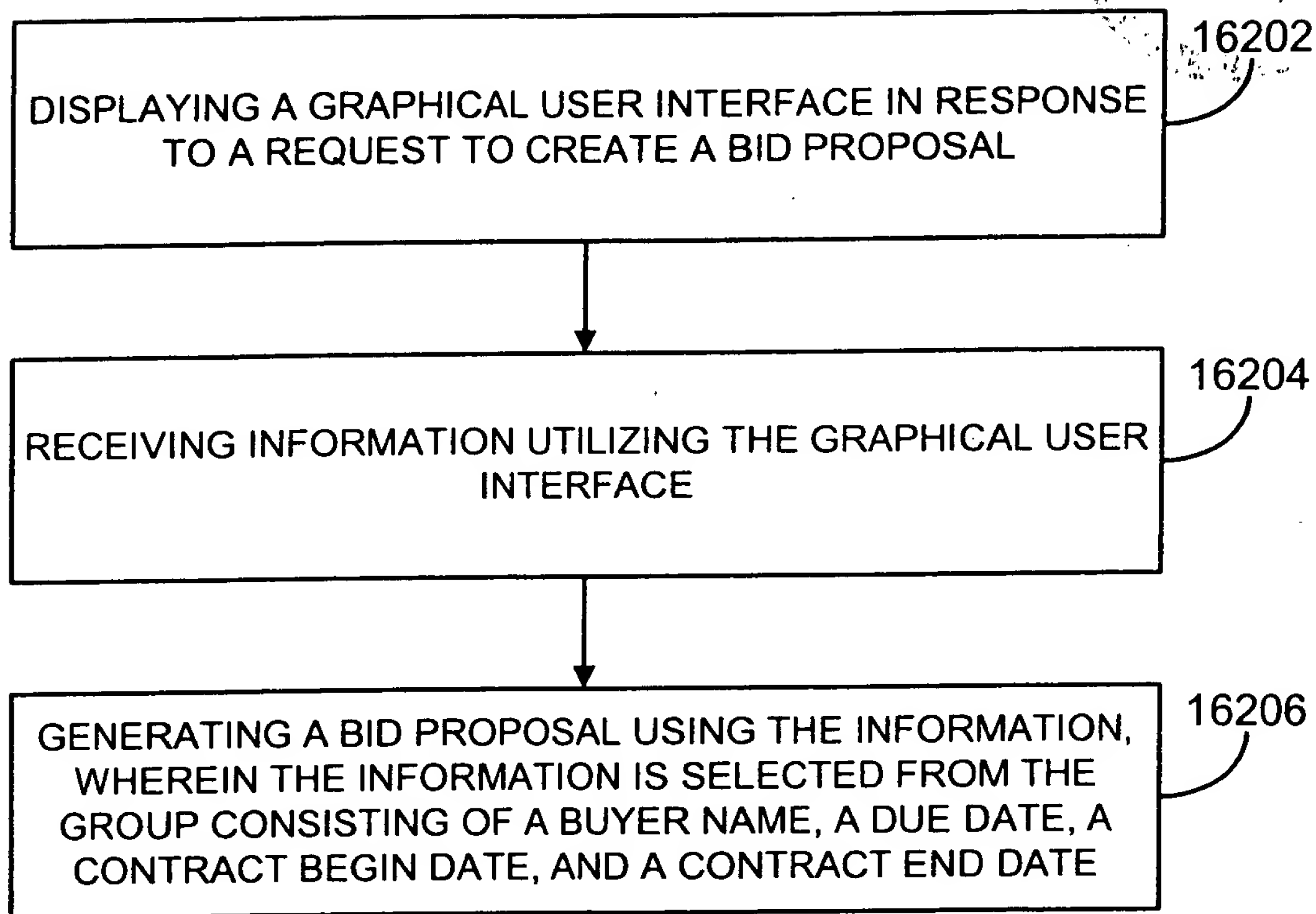


FIG. 162



16300



Templates | **Create Bid**

FIG. 163

16400

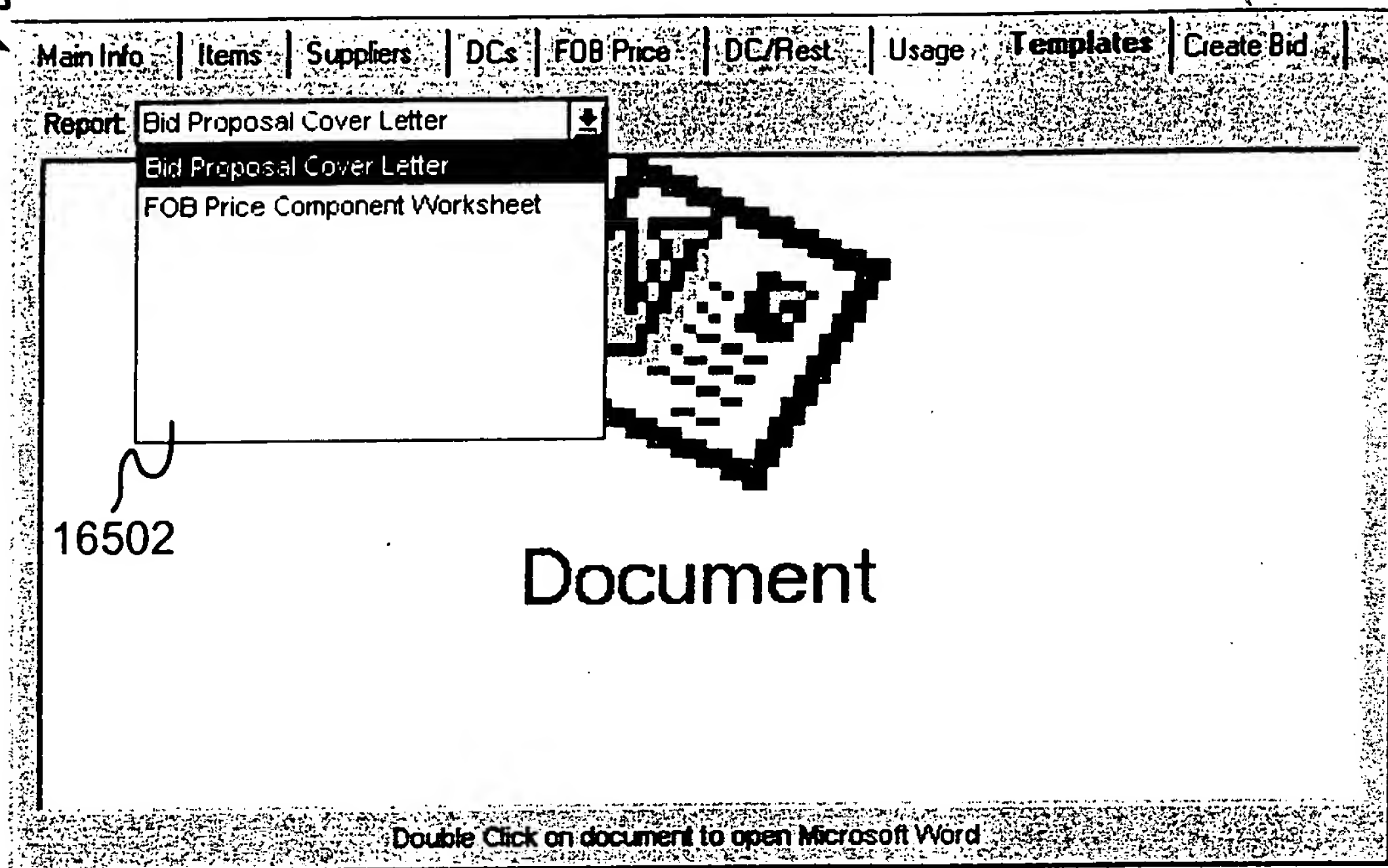


| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | ? | | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | Y |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

FIG. 163

16500



16502

Document

FIG. 165

16600

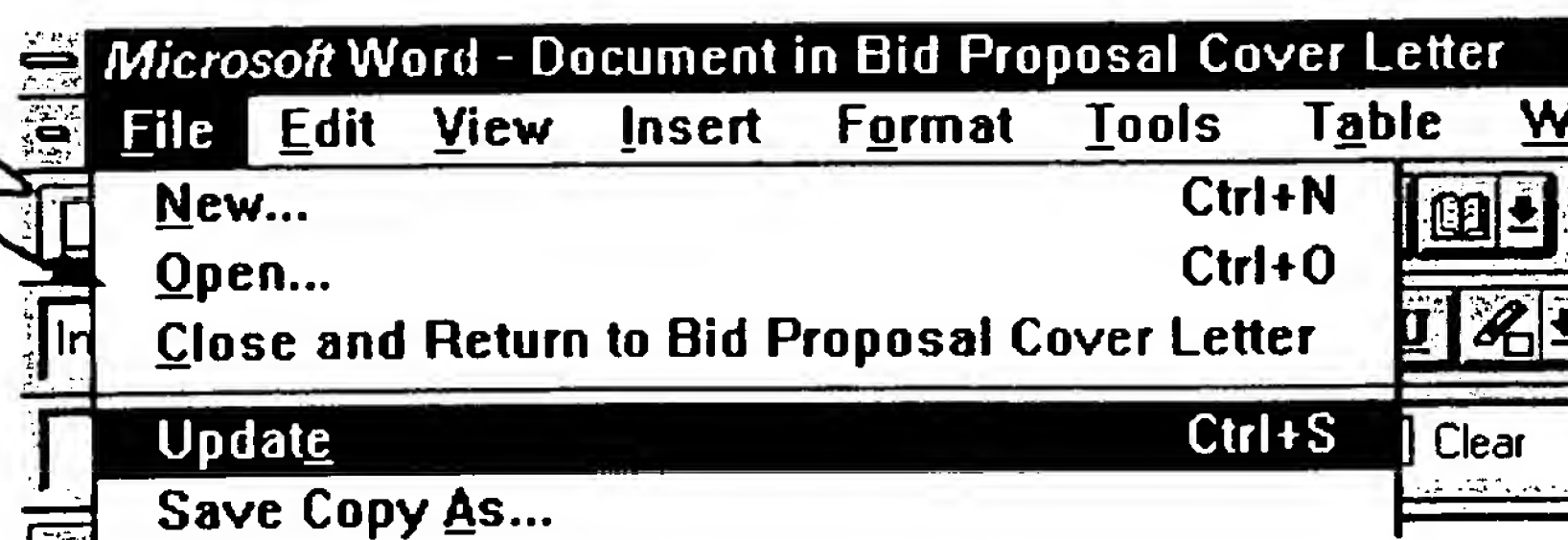


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | |
| Sample Supply Agreement <input checked="" type="checkbox"/> | |
| BK Specification Request <input checked="" type="checkbox"/> | |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

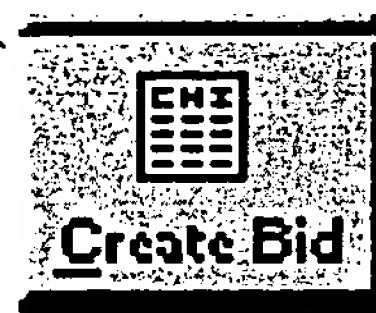


FIG. 168

16900

Report:

7/2/97

Supplier:

Restaurant Services, Inc.

Item Information Worksheet

ATTY

DS

FIG. 169

17000

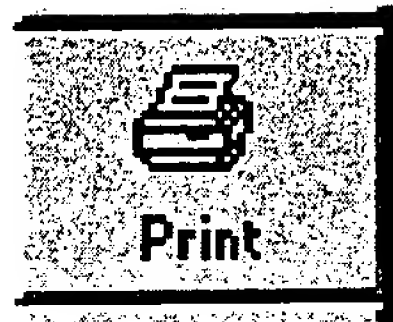


FIG. 170

17100



FIG. 171

FIG. 170

17200

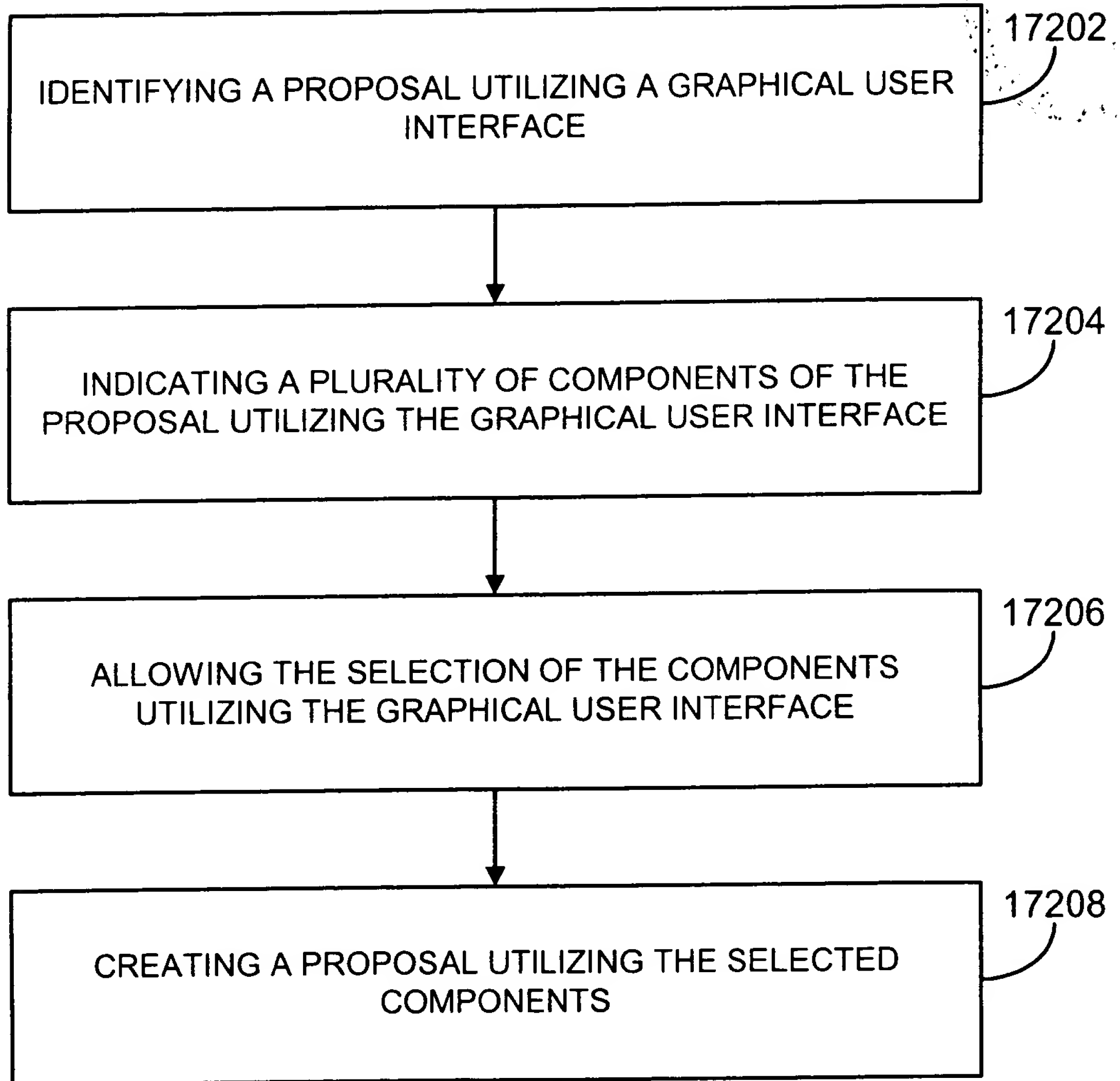


FIG. 172

17300



FIG. 173

17400

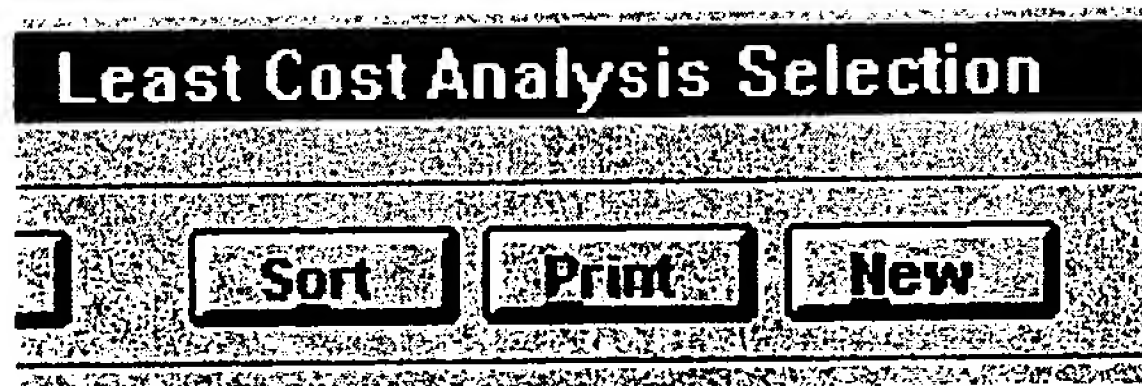


FIG. 174

17500

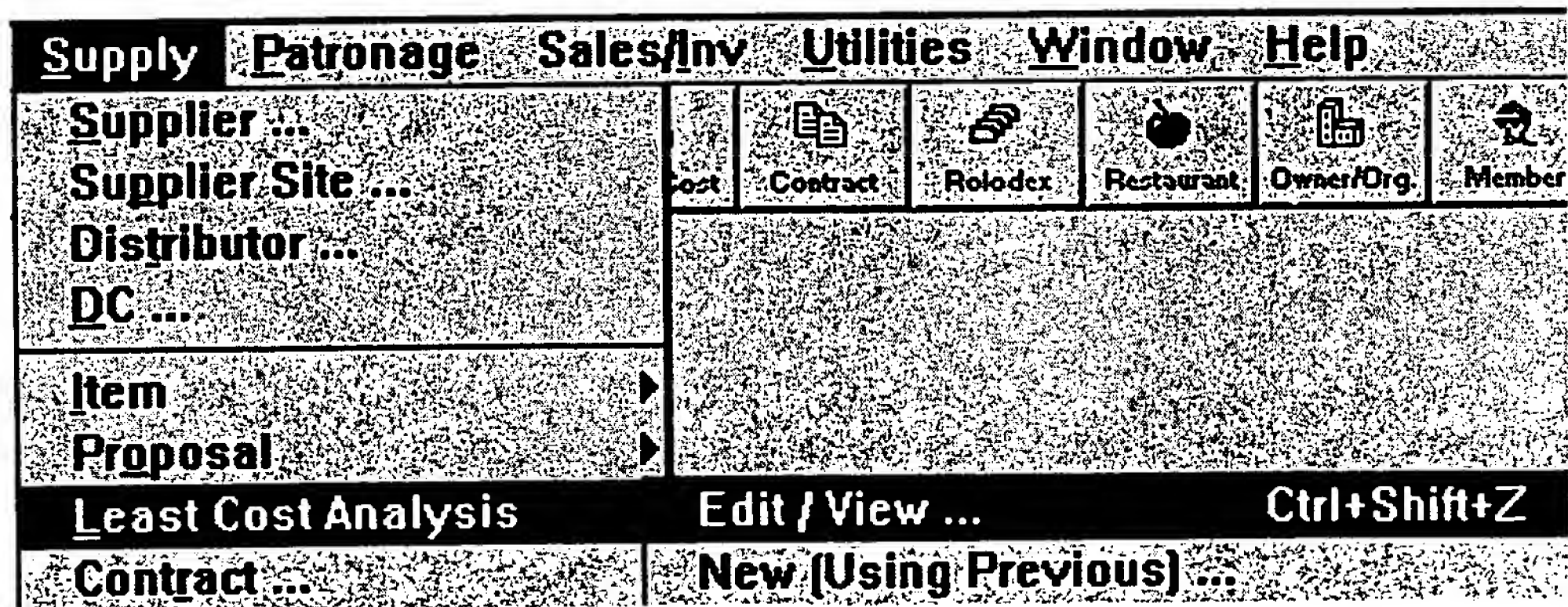


FIG. 175

Bid Proposal Name:

(None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

FIG. 176

00444444 00000000

17700

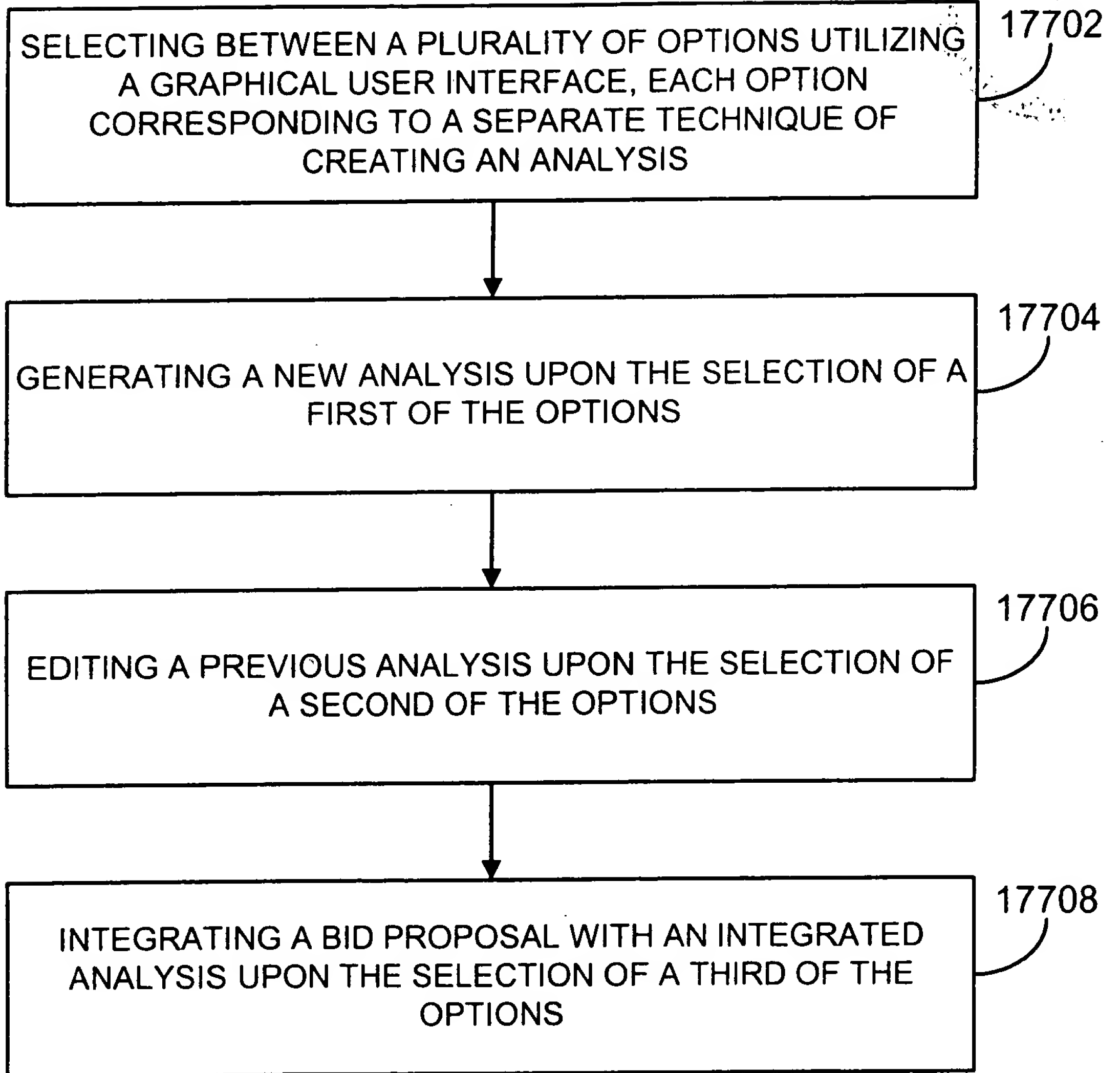


FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version
What is the max # of FOB points to allocate to each DC ? One FOB
What is pricing method for this version ? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

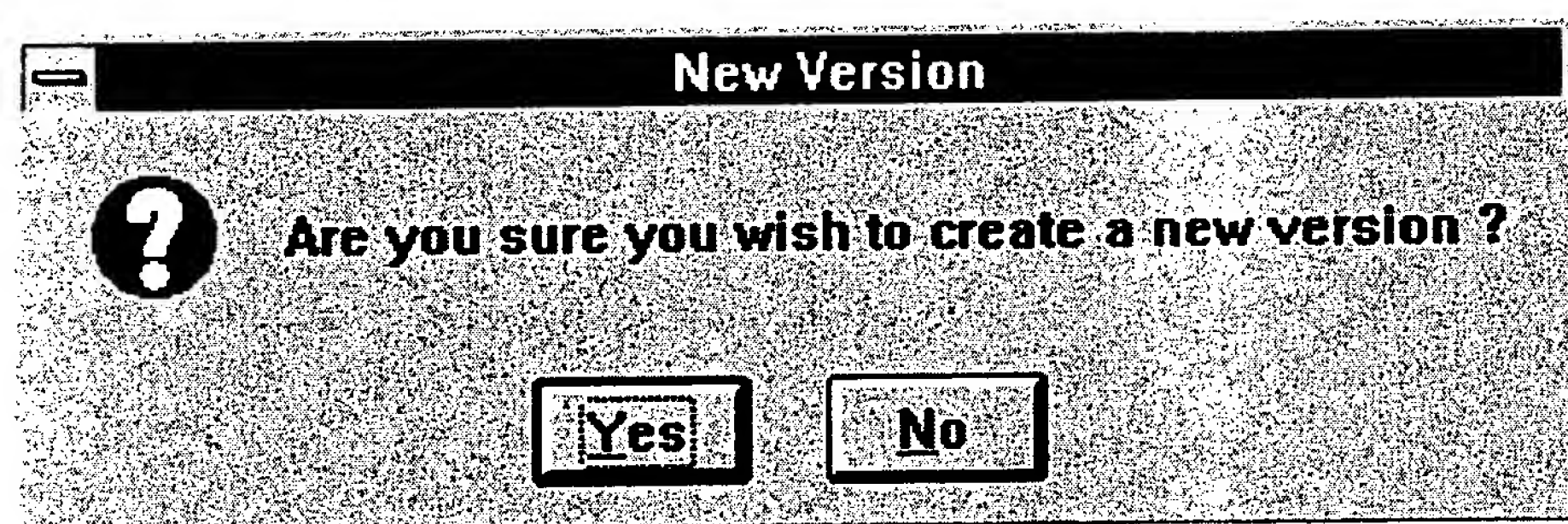


FIG. 181

18200

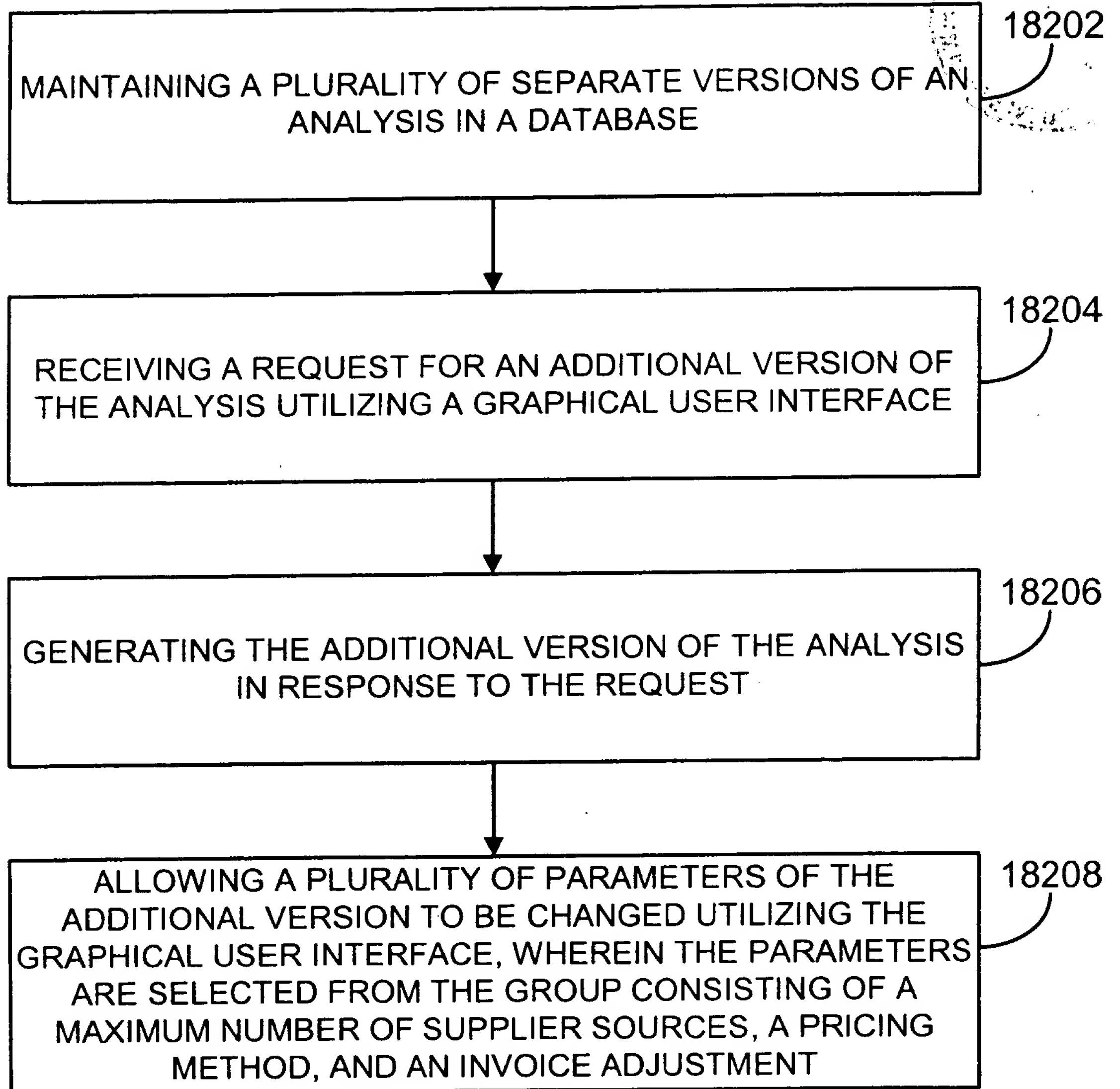
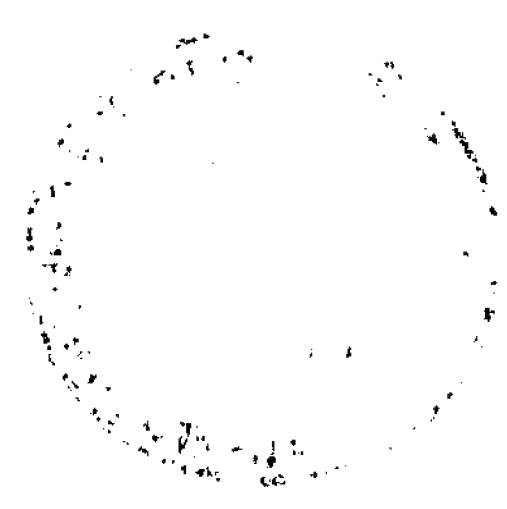


FIG. 182



18300

18300

Search

Query

Reset

Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |
| |

7 Rows Selected

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

>

>>

18302

FIG. 183

18400



| Item
Description | Conv.
Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184



2025 RELEASE UNDER E.O. 14176

18500

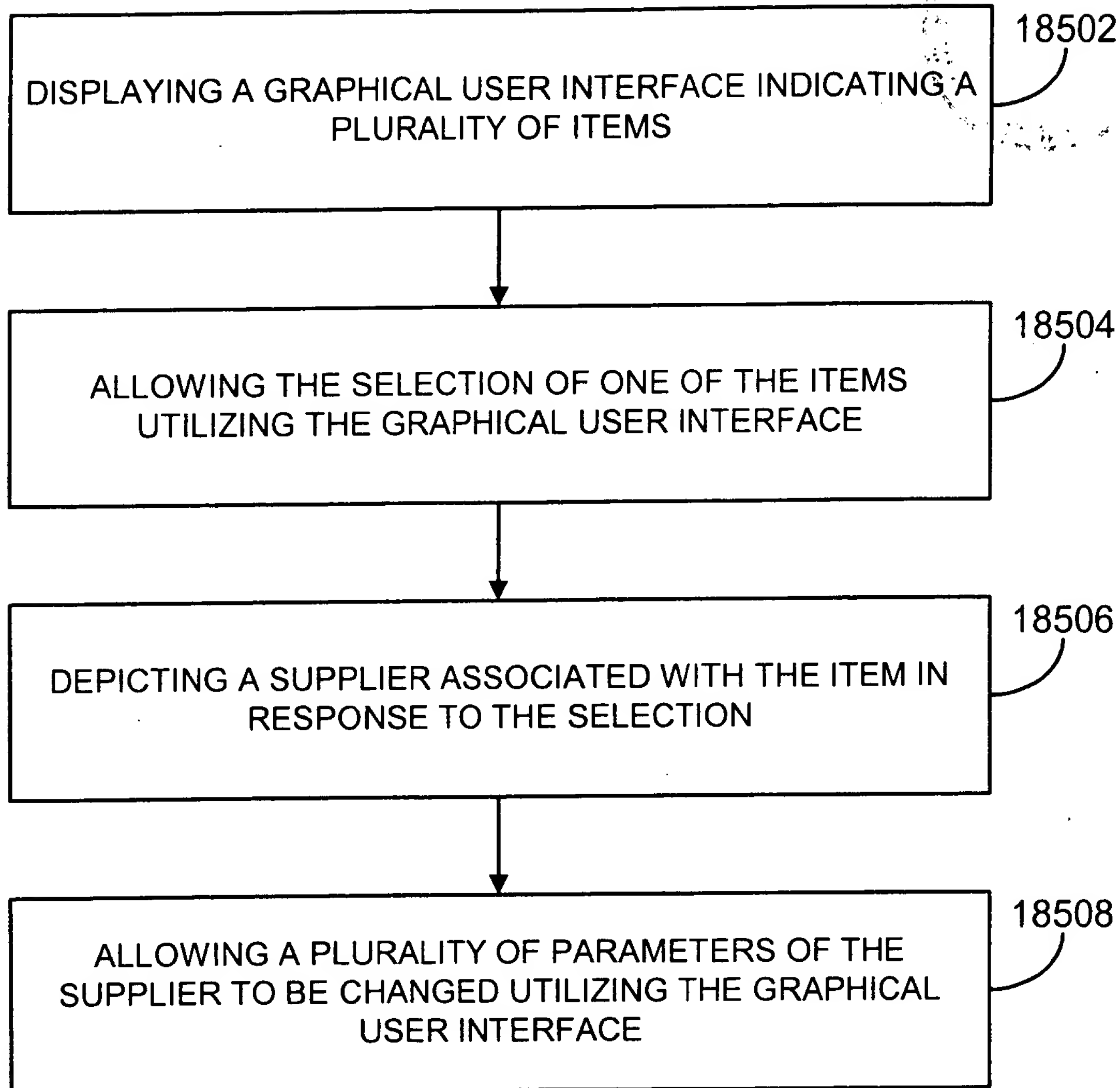


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|---------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNTOWN, PA |

| | | | |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M | INCH(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

18800



ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802



LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804



SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|--|-------|---------|-------------|-------------|---|
| CAVENDISH FARMS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. | | Pallet | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB | | | Minimum | Maximum | Include |
| LAMB-WESTON, INC. - PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. - RICHLAND, WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. - AMERICAN FALLS, ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|---|-------|---------|-------------|-------------|---|
| MCCAIN FOODS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS | | Pallet | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Supplier FOB | | | Minimum | Maximum | Include |
| MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC. - OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

19100



DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A GRAPHICAL USER INTERFACE

19102



DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104



CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER INTERFACE

19106

FIG. 191

FIG. 191



192004-070304

19200

| Supplier | # | Volume | | | |
|-----------------------------|---|--------|--|--|--|
| HUDSON INDUSTRIES | 0 | | | | |
| INTERNATIONAL DIVERSE FOODS | 0 | | | | |
| SUPERIOR COFFEE & FOODS | 0 | | | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

[illegible]

19600

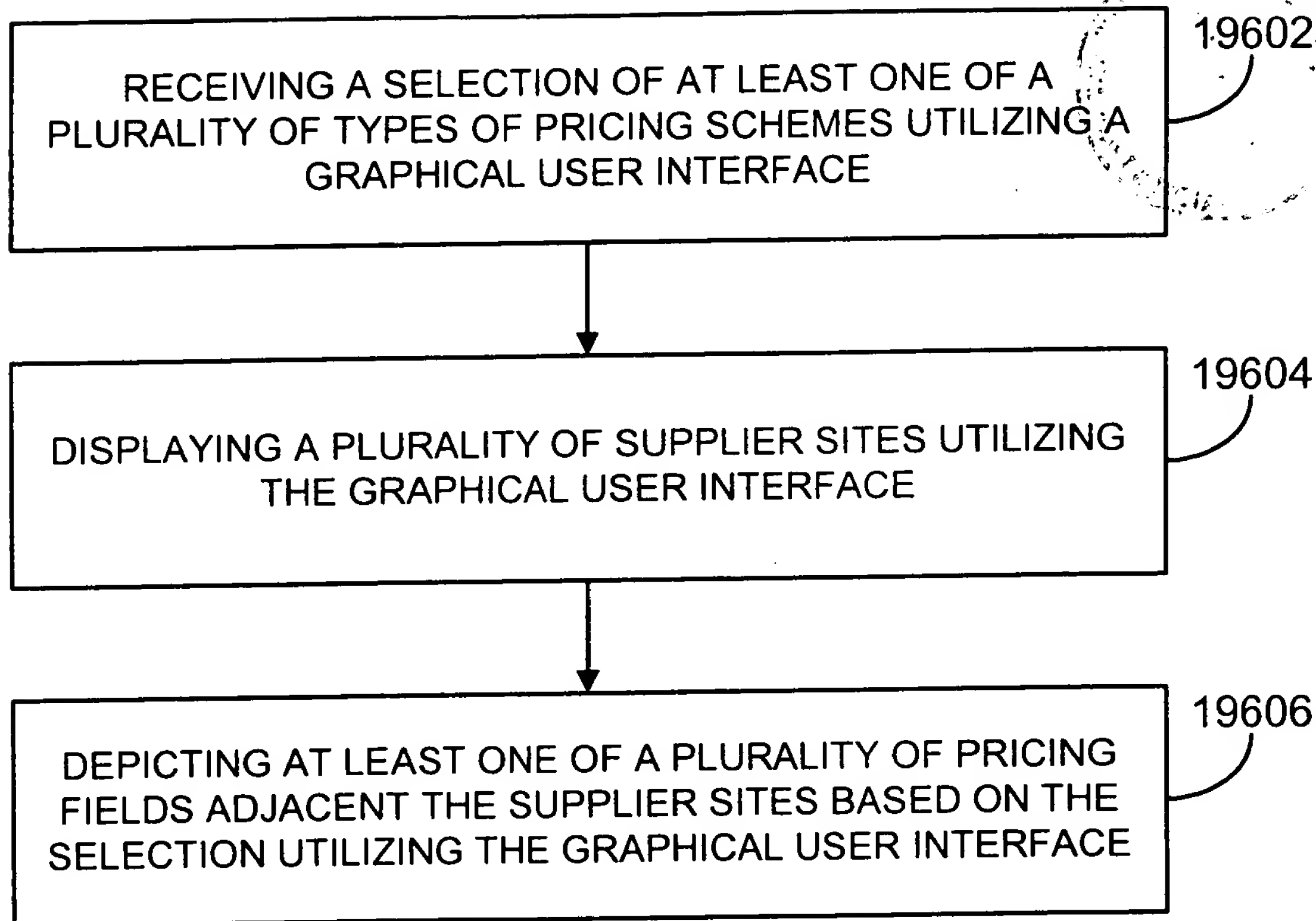


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE,UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | Item Growth % | Usage Period | | | | | |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|--|
| CHICKEN-PATTY | 0.00 | | | | | | |
| | | | | | | | |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage | |
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 | |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 | |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 | |

FIG. 198

19900

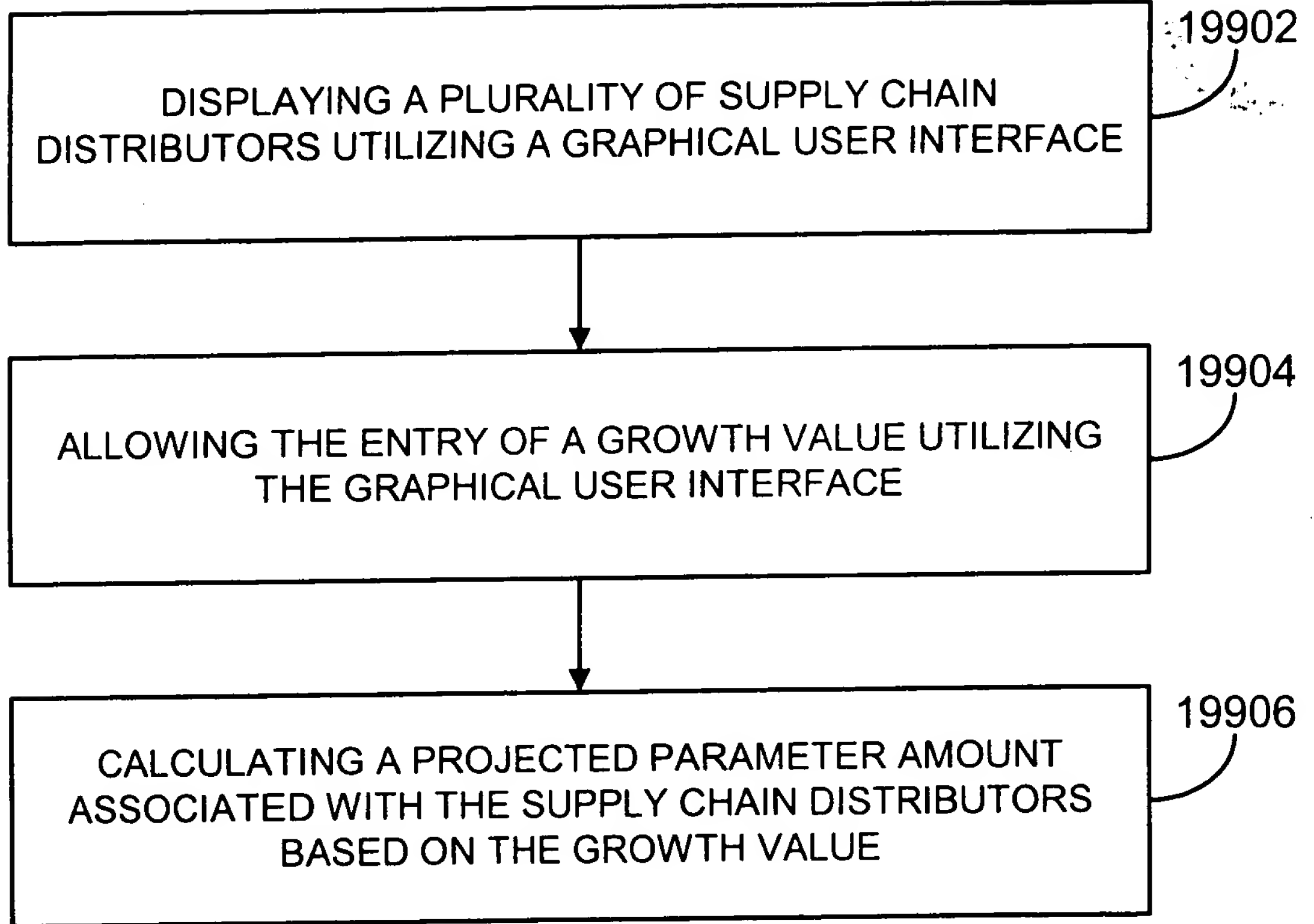


FIG. 199

20000

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | Honor TL Rate |
|-------------------------------|------------------------------|--|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | |
|-----------------------------|---|--|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded |

FIG. 201

20200

Invalid Selection

i

AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300

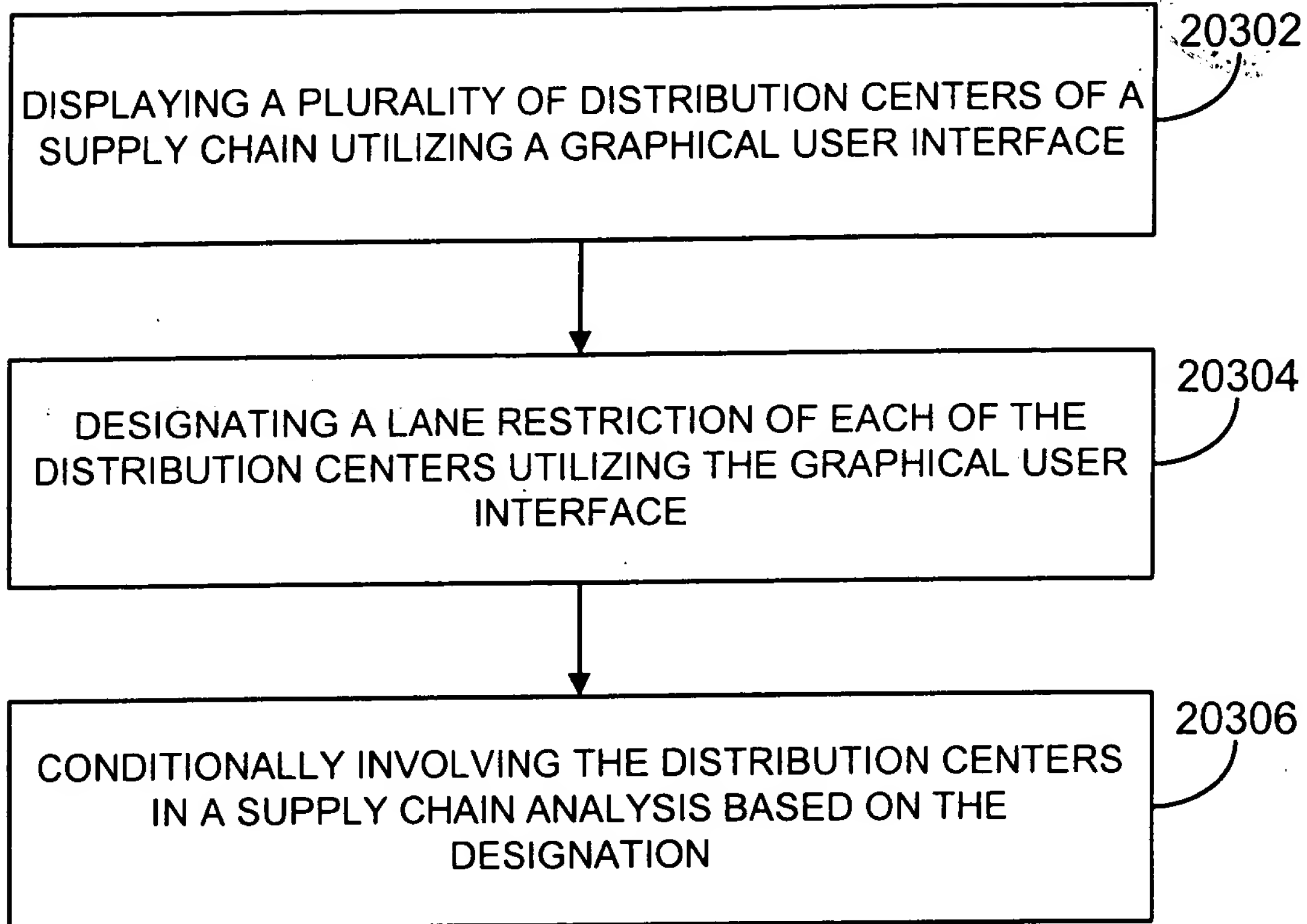


FIG. 203

20400

| Supplier FOB | | Address | |
|-------------------------------------|-------------------|----------------|-----------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |
| Distribution Center | Truckload Freight | Lane Distance | |
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | | |
| AMERISERVEPOST-DENVER | 1,277 | | |
| AMERISERVEPOST-SALT LAKE, UT | 691 | | |

FIG. 204

20500

| Supplier FOB | | Address | |
|-------------------------------|--|--------------|----------|
| O.K. FOODS-FORT SMITH AR | | Fort Smith | AR 72904 |
| TYSON FOODS-GREEN FORREST, AR | | Green Forest | AR 72638 |
| TYSON FOODS-RUSSELVILLE AR | | Russellville | AR 72601 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

20600

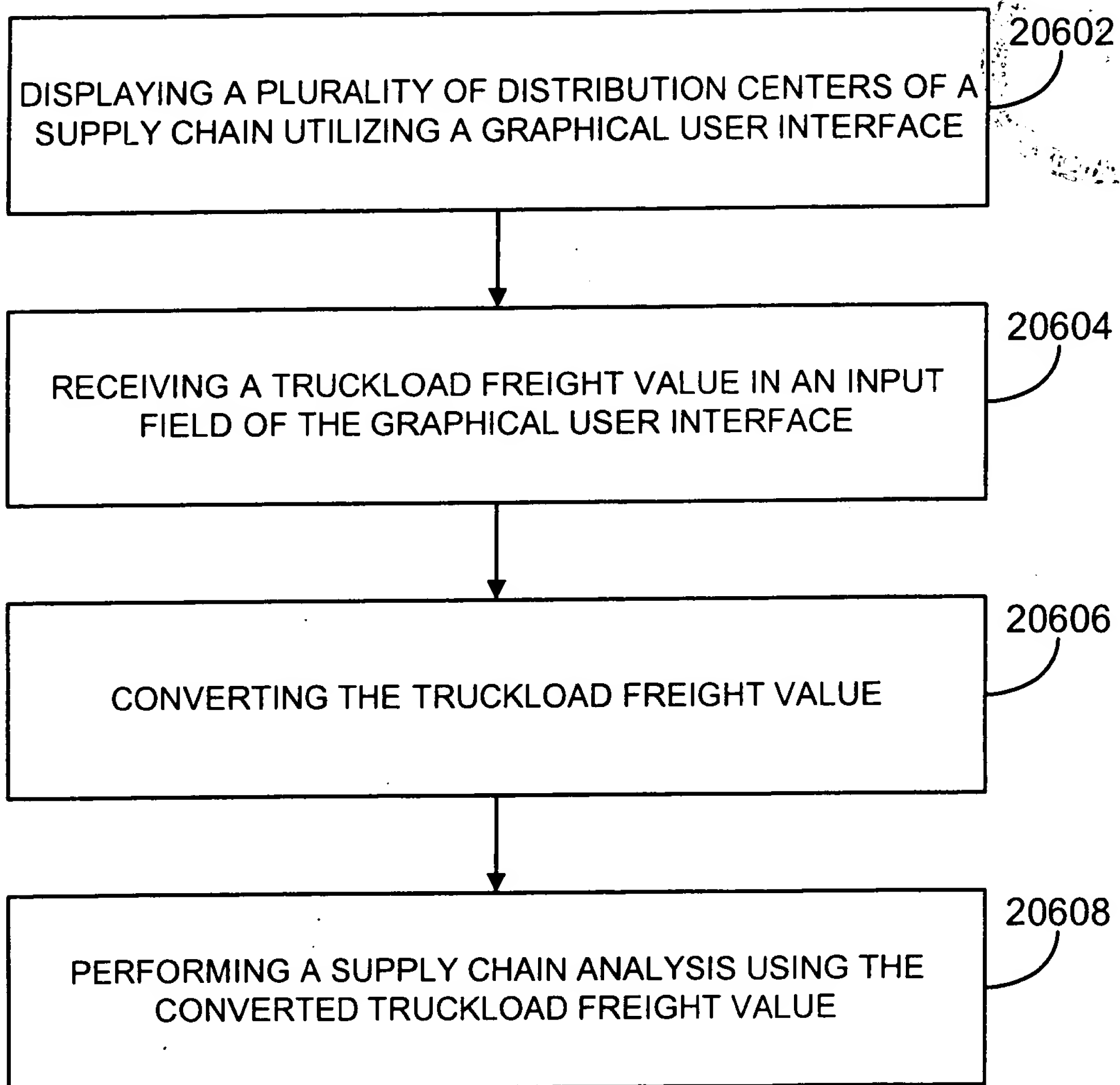


FIG. 206

20700

FIG. 207

20800

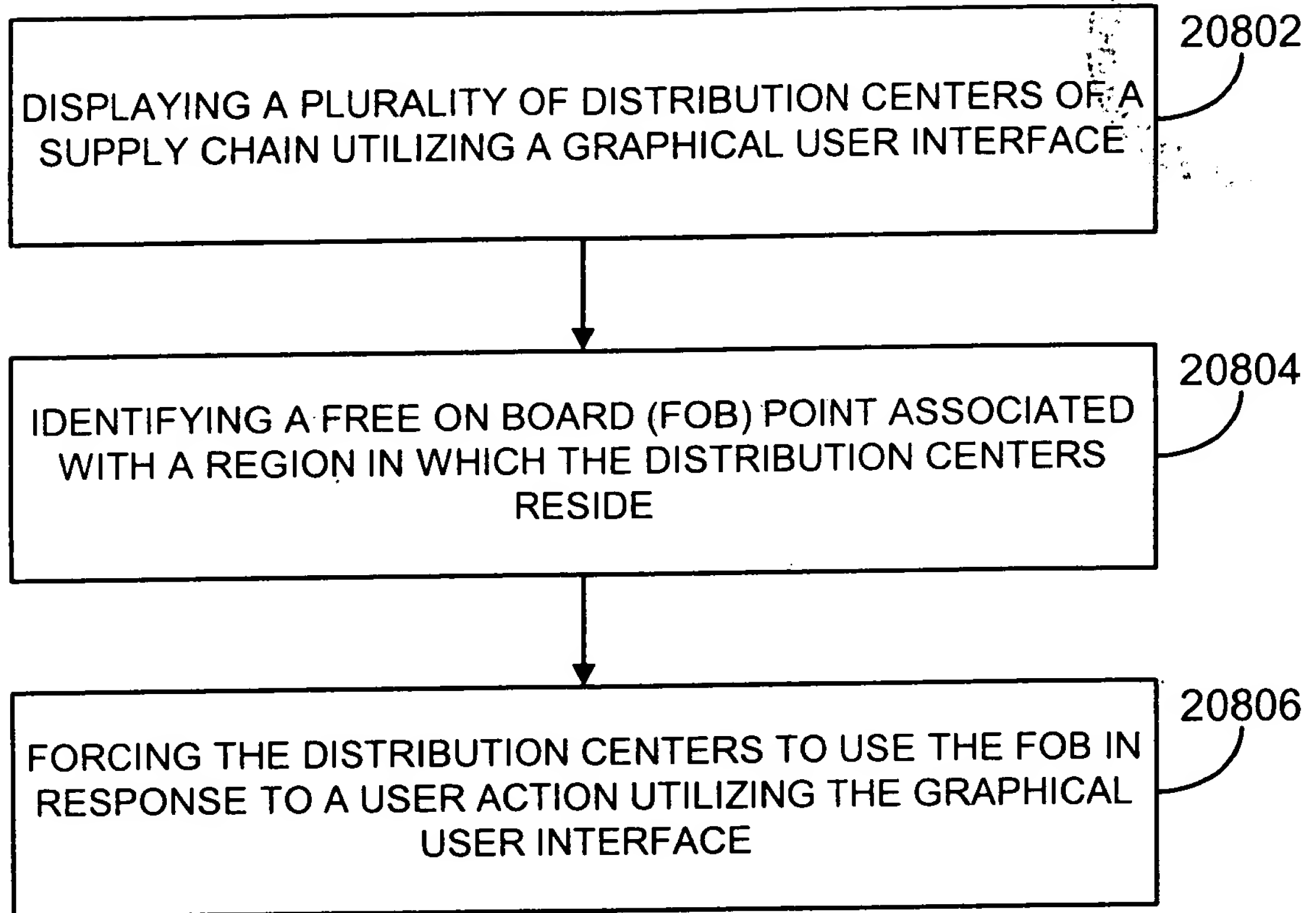


FIG. 208

20900

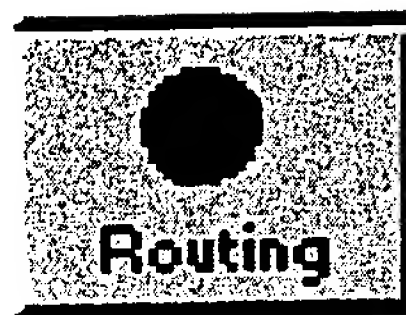



FIG. 209

21000

Report Selection

Report Type: 

Report Parameters


Supplier:


Supplier FOB:

Distribution Center:

Version:

Report Name:





LTL Routing Grid By Lane

Routing Results By Lane

Routing Results By Lane, Item

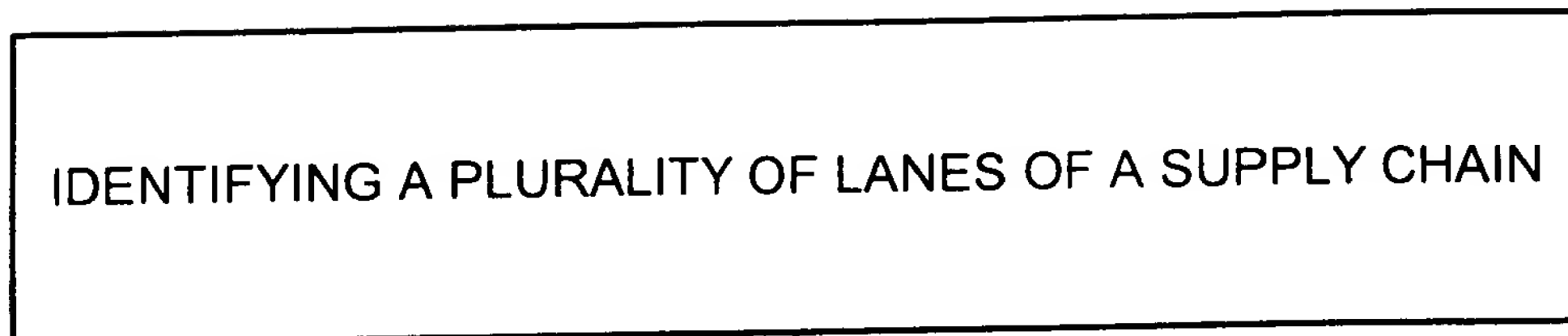
Routing Results w/ RDC Breakout By Lane

Routing Results w/ RDC Breakout By Lane, Item

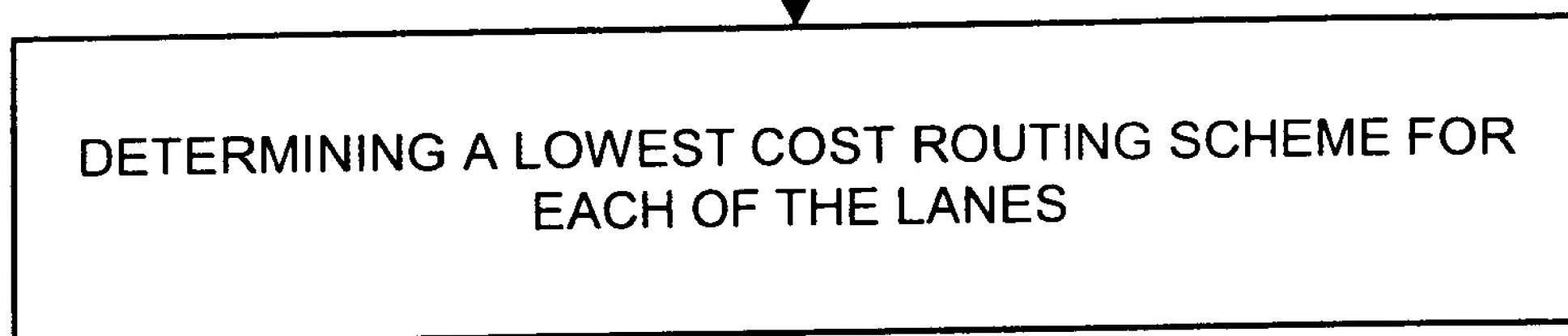
TL Freight Variance Analysis

FIG. 210

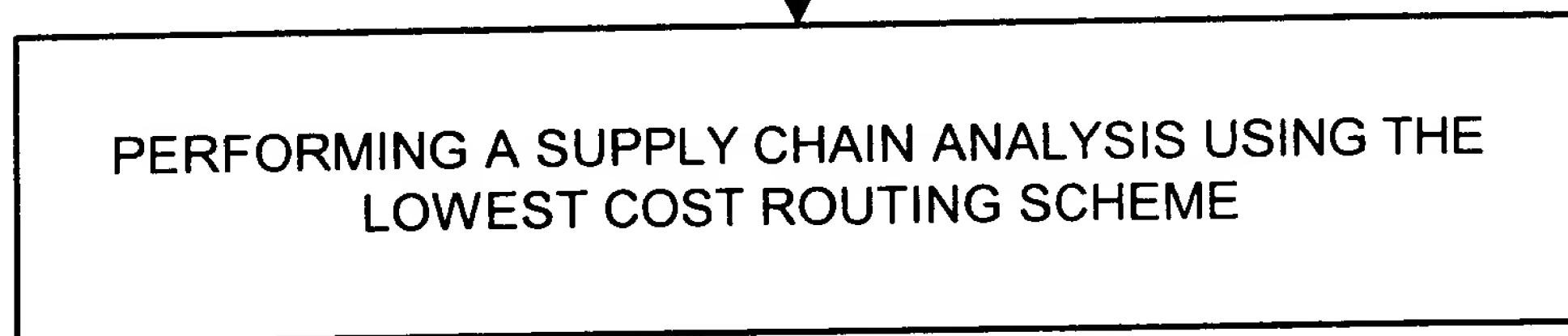
21100



21102



21104



21106

FIG. 211



21200

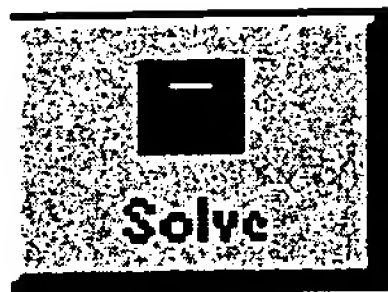


FIG. 212

FIG. 212

21300



21302

Report Selection

| Report Type | Report Name |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | ew Capacity & Prices |

FIG. 213

- 21400
- Awarded Volume by Item - Detail
 - Awarded Volume by Item - Detail
 - Awarded Volume by Item - Freight
 - Awarded Volume by Item - Summary
 - Competing DC Freight Analysis by Item
 - Lane Assignment Matrix
 - Lane Weighted Average Delivered Cost

FIG. 214

- 21500
- Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (with conversion)
 - Invoice FOB Detail Comparison (no conversion)
 - Invoice FOB Detail Comparison (with conversion)
 - Invoice FOB Savings Comparison (no conversion)
 - Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type

Report Name

Comparison Reports

Assigned Volume Percentages (no conversion)

FIG. 216

- 21700
- Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (with conversion)
 - Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version
With LTL riding with CCF, forced TL
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

22000

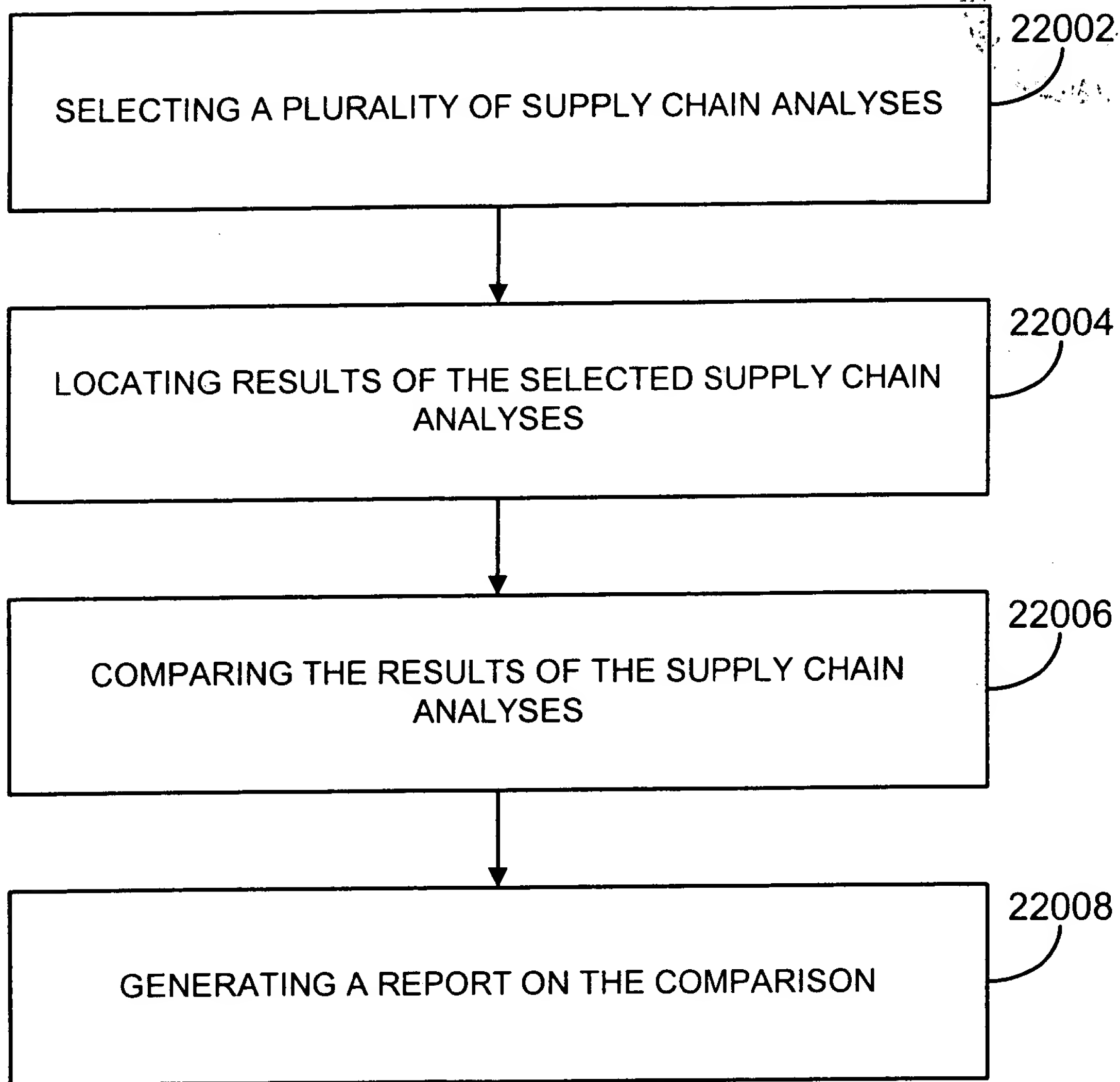


FIG. 220

22100

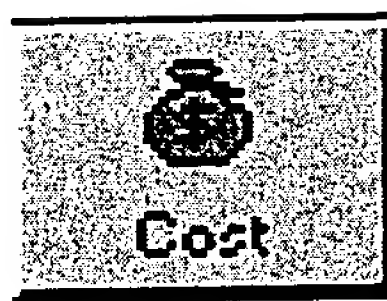


FIG. 221

22200

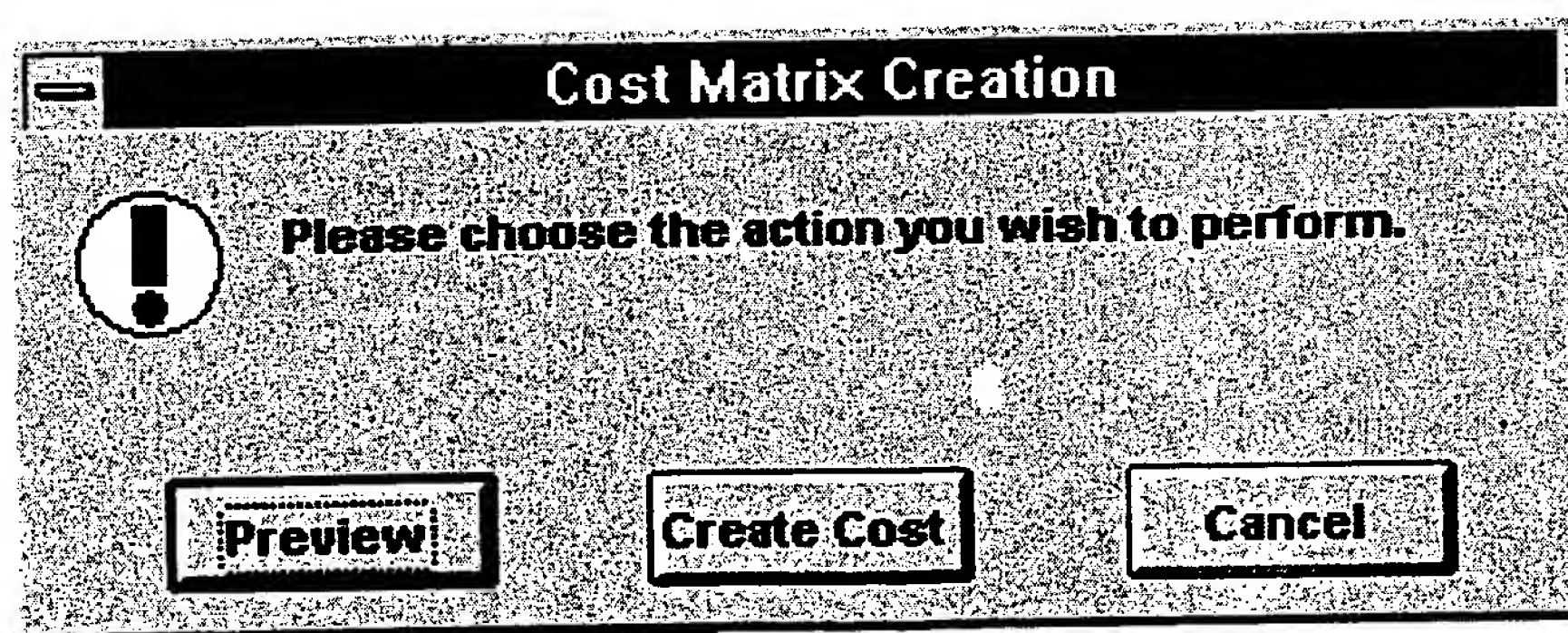


FIG. 222

Supply Patronage Sales/Inv Utilities Data Options

| | | |
|--------------------------|----------------------|----------|
| Supplier | Least Cost | Contract |
| Supplier Site | | |
| Distributor | | |
| DC | | |
| Item | | |
| Proposal | | |
| Least Cost Analysis | | |
| Formula Pricing | Edit / View | |
| Contract | New (Using Previous) | |
| Cost | | |
| Vendor Rating | | |
| Contact Management | | |
| Logistics & Distribution | | |
| Bakery Coverage | | |

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

| | | | | | |
|--------------|---------|---------|----------|------------|-------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments | | | | | | | | | |
|--------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|-------------------------|--|--|
| Date | FRSH
DOM 50%
TRIM | FRSH
DOM 55%
TRIM | FRSH
DOM 60%
TRIM | FRSH
DOM 65%
TRIM | FRSH
DOM 70%
LEAN | FRSH
DOM 75%
LEAN | FRSH
DOM 80%
LEAN BL | FRSH
DOM 85%
LEAN | FRSH
DOM 90%
LEAN YW | FRZN
DOM 90%
LEAN BL | DMP AUS
30% LEAN | Lean
Fine Tr
Beef | | |
| 3/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 | | |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 | | |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 | | |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 | | |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 | | |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 | | |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 | | |
| 04/01/98 | 0.9700 | 0.9200 | 0.8383 | 0.9650 | 0.8224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 | | |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.8318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 | | |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 | | |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 | | |

FIG. 225

22600

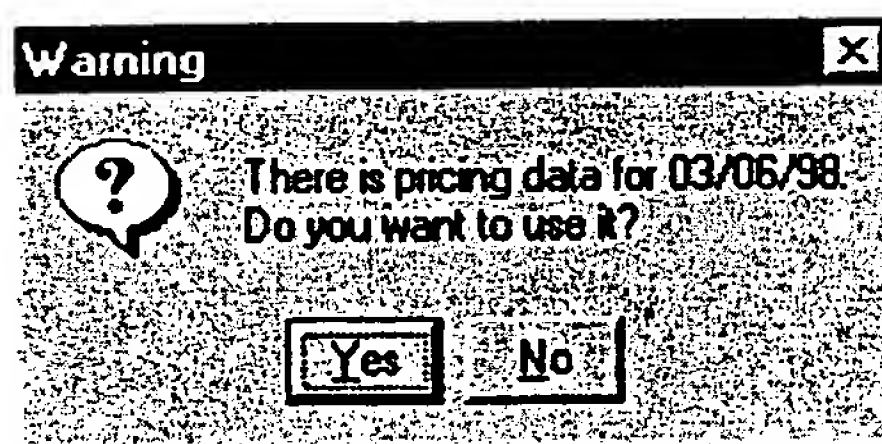


FIG. 226

22700

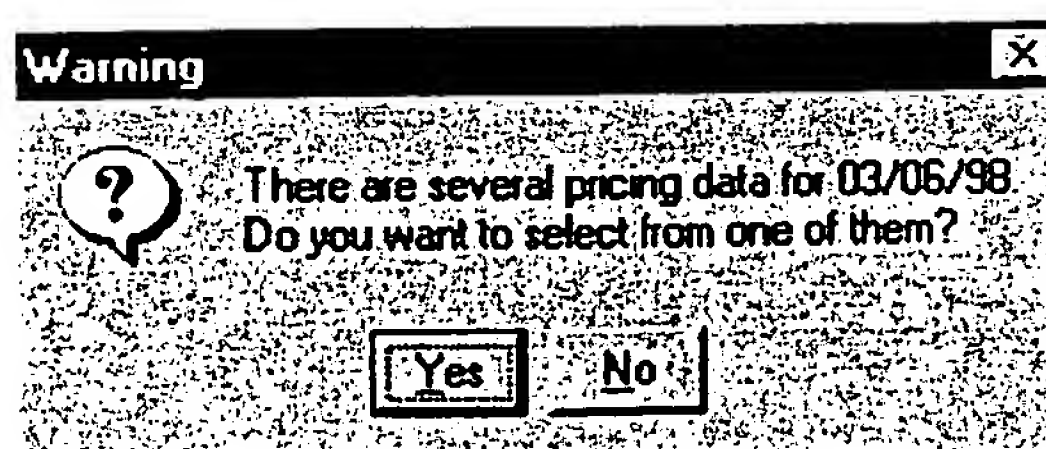


FIG. 227

22800

Formula Pricing Selection [X]

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98 [Min] [Max] [X]

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | | | | | |
|---|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info | | Pricing | | Freight | | Formulas | | Block Cost | | Adjustments | | | | | | | |
| Formula | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Total |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | 0.1050 | 0.0956 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1 | 0.3090 | 0.2768 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1 | 0.3250 | 0.2958 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4875 | 0.5165 | 0.1000 | 0.0986 | 0.1000 | 0.0890 | 1.0010 |
| | | | | | | | | | | | | | | | | | |
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FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|---|-------------------|---------|------------|----------|------------|-------------------------------------|
| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments |
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | <input checked="" type="checkbox"/> |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | <input checked="" type="checkbox"/> |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | <input checked="" type="checkbox"/> |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | <input checked="" type="checkbox"/> |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | <input checked="" type="checkbox"/> |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | <input checked="" type="checkbox"/> |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | <input checked="" type="checkbox"/> |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | <input checked="" type="checkbox"/> |

FIG. 231

23200

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|---|-----------------|---------|-----------|------------|-------------|----------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments | |
| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1 | 0.9840 | 0.9850 | 0.9980 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |
| Amount | Adjustment Desc | | | | | |
| 0.1500 | Upcharge | | | | | |

FIG. 232

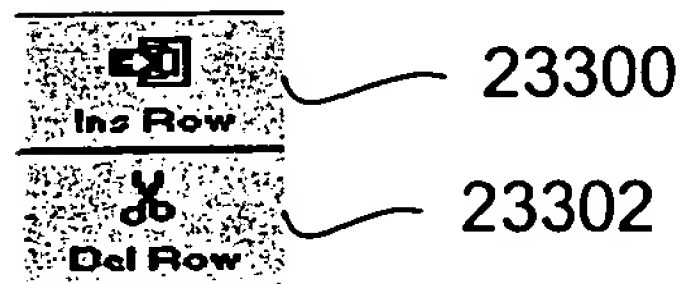


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235

| Supply | Patronage | Sales/Inv | Utilities | Window | Hel |
|--------------------------|-----------|-----------|-----------|--------|-----|
| Supplier | | | | | |
| Supplier Site | | | | | |
| Distributor | | | | | |
| DC | | | | | |
| Item | | | | | |
| Proposal | | | | | |
| Least Cost Analysis | | | | | |
| Formula Pricing | | | | | |
| Contract | | | | | |
| Cost | | | | | |
| Vendor Rating | | | | | |
| Contact Management | | | | | |
| Logistics & Distribution | | | | | |
| Bakery Coverage | | | | | |

23600

FIG. 236